WONDERFUL MANAGEMENT

Hood River Packers Are Famed for the Manner in Which They Handle Their Crop—Quality Is Their Principal Aim.

By W. H. Walton, in Better Fruit.

As the greatest apple growing section of the great Pacific northwest, Hood River probably stands preeminent. In prices for its fruit it leads the world and has set the standard of values. For several years its product has sold for the highest prices paid anywhere in the world and has practically marketed itself. Apples at Hood River for two years have sold from $1.50 to better than $3.25 per bushel box for the entire crop. Situated in the heart of the Cascades, it is in the center of the matchless scenic splendors of the great Columbia river, flanked on each side by its ever snow-capped peaks. Its deep shadows, sunlit streams, and green-foliaged orchards, stretching for miles before the eye, compel the admiration of the clod and the most blase tourist alike, and cause them to admit that the world is indeed a good place. Situated in Wasco county, Oregon, Hood River is on the south bank of the Columbia river, 65 miles east of Portland, at the mouth of Hood river from which it takes its name. The river, which flows through a deep gorge just east of the city, is one of the many outlets for the melting snows of Mount Hood. From its never failing source water is obtained to irrigate all the land in the valley, and is estimated to contain 100,000 horsepower, very little of which has been utilized. The mouth of the valley is a mile back of the city and the latter, 20 miles long, ends at the base of Mount Hood. In area it is about 50,000 acres, 10,000 of which are estimated to be under cultivation. While highly cultivated in spots, many thousands of acres of fruit lands await the hand of the tiller, and can be purchased for from $30 to $150 per acre, depending on situation. Bearing orchards bring high values, running from $500 to $1,500 per acre. Orcharding at Hood River is conducted on methods that have proven successful and sure. Having passed the experimental stage, the beginner now has the benefit of the knowledge of others and avoids their mistakes. To this fact is due the success of all classes engaged in fruit growing there and the high value of land, the investment really being low in comparison to the returns.

Small Acreage—Big Results.

E. H. Shepard from 160 trees on one and three fifths acres last year took $2,642.35, gross, which netted him better than $1,400, or over $900 per acre.

Ludwig Struck on two and nine tenths acres raised 1,929 boxes of first grade apples for which he received $2 per box, or $3,858 in addition to the returns from 400 boxes of second grade fruit, which amounted to $400 more, or in all $4,258.

A. L. Mason has 209 Newtown trees nine years old, from which he marketed last year 1,141 boxes, realizing $2,502.80. The trees are planted 63 to the acre, making an average of 346½ boxes, or $780.90 per acre. The net profit per tree was $9.50, and $598.50 per acre or $2,094.25 on three and one third acres.

From 15 acres F. Eggert sold 5,000 boxes of apples that netted him $8,500.

The secret of getting these wonderful prices is in the fact that nature has endowed the Hood River valley with a volcanic ash soil that contains all the elements necessary for growing perfect fruit. Added to this is a temperature exactly suited to their propagation, and last, but not least, methods employed that have been found to produce the best results. From far and wide fruit men come from other districts to learn of these methods, simple though they be, and easily learned by the novice. It has been found that the apple grows best at Hood River under the clean cultivation system, which conserves the moisture and allows all the nutriment of the soil to go into the making of both tree and fruit. Spraying, to kill all insect life that is injurious to the growing of perfect apples, is rigidly adhered to, and so careful in this respect are orchardists at Hood River that less than two per cent of the entire crop is found to be imperfect. In this respect the case of one orchard can be cited that last year bore 2,000 boxes, in which there were during the whole season but 60 wormy apples. Another feature is thinning or picking off part of the fruit when it is small in order to allow that which remains to get more nourishment, grow to a larger size and not exhaust the life of the tree.

While other apple growing districts lay great stress on the quantity of apples they grow, the slogan of Hood River is not quantity but "quality." The courage of its growers to uphold the standard of perfection has won for its fruit a name for excellence the world over and has brought its reward. Never was this fact more fully demonstrated than in 1906, when one of the biggest apple crops ever grown in the United States was placed on the market, and Hood River marketed the biggest crop in its history, sold all it had for $2 to $3.15 a box, and could not supply the demand.

It is this that is making Hood River land double in value and attracting many investors. During the season of 1907, when the apple crop was a short one and estimated to be but 34 per cent of normal, and was in many districts a total failure, Hood River had from 60 to 70 per cent of a full crop, and sold its apples for the highest prices the world has ever known. The fact that when other districts get high prices Hood River gets still higher is conclusive evidence that its fruit is considered the best that grows, and that "quality" pays.

Hood River's Pack.

If you have ever heard of Hood River you have heard of its wonderful apples and the way it packs them. Ask any of the largest apple buyers in the world who has revolutionized the packing of apples and they will tell you Hood River. Believing that the more attractive the fruit could be made the better price it would bring, enterprising orchardists there several years ago instituted a method of packing apples that has brought it world-wide fame. Instead of being barreled they are packed in boxes containing one bushel. Nothing but absolutely perfect fruit is allowed to be sold, and no grower is allowed to pack his own apples. This work is done by a professional crew of packers that goes from place to place and packs all the fruit in the valley. Each size apple is graded and packed in a box by itself; just so many apples are put in a box, and no more and no less. The box is then marked with the name of the grower, the name of the packer and the number of apples it contains. The sizes run from 64 to 128 in a box, and are designated as 3½, 4, 4½ and 5-tier fruit. So great is the confidence of the buyer in Hood River's pack that he buys thousands of boxes without ever having seen one box packed, and pays for them before he sees them at all. The varieties of apples that Hood River excels all other districts in are the Spitzenberg and Newtown Pippin. The former reaches the tables of millionaires of the east, and the latter goes to Europe and England to find its way to royalty and the wealthy classes. Queen Victoria was a patron of Hood River apples, and they have sold as high as $1.20 a box in her former domain.

The Hood River Strawberry.

No less famous than the Hood River apple is the Hood River strawberry. Its market is the widest of any raised in the Pacific northwest and prices for it the highest. Shipped in season to all the cities of the middle west, including Chicago and even farther east, it easily leads all other strawberries raised in the United States for commercial purposes. The variety of berry grown at Hood River is the Clark Seedling, and may be said to be almost indigenous to its soil and climate. Although grown elsewhere, it has never attained the perfection of quality and keeping properties it has here, which has made it the greatest shipper known to horticulture. The market field covered by the Hood River berry is eastern Washington, Montana, the Dakotas and Minnesota, and when market conditions make it necessary it can be shipped to points farther away that insure profitable prices. Alaska and Hongkong, China, are not too far away for this wonderful keeper, and it has been successfully shipped and sold there. Net profits in berries run from $150 to $350 per acre. D. E. Miller, a well-known Hood River grower, this year cleared $2,500 from a 10-acre strawberry patch set between his apple trees, a plan very generally put in use to provide an income while the trees are coming into bearing. Four years ago Mr Miller paid $875 for the 30 acres of land on which his berry field is situated and recently was offered $10,000 for it, with only 12 acres cleared and in three-year-old trees. The strawberry crop at Hood River runs from 60,000 to 100,000 crates, and this yield is given merely as an illustration to show the profits in berries, as there are many others who have equaled this and even done better. At from $1.75 to $3 per crate Hood River strawberries do not go to the canneries, and the same degree of excellence in packing is observed as with the apples, the berries being culled and none but the sound and perfect fruit sent to market. One of the sights of the coast is Hood River at strawberry time, when hundreds of pickers, both whites and Indians, congregate there to gather the crop. To the beginner berry growing provides a sure income almost from the first year at very little labor and expense.

Gathering the Fruit.

HOOD RIVER FAMED FOR ITS FRUIT

(Continued from Page One.)

line of the O. R. & N. railroad, a part of the great Harriman system, passing through the city and the new North Bank road of the Hill system being on the opposite side of the Columbia. These, added to the several steamboat lines of the Columbia river, give shipping a great impetus and rates are normal. The Mount Hood railway which now traverses the east side of the valley to a distance of 17 miles is planning an extension through the mountain pass across the undeveloped section of southeastern Oregon and into Salt Lake. This will mean much to Hood River valley and the whole northwest territory.

Only two hours' ride from Portland and convenient to Spokane, Seattle and Tacoma, the residents of Hood River have all the advantages of city life, shopping and attending theatres and social functions there while living in a country to which nothing in America or Europe can compare. Such conveniences as daily mail delivery, telephone lines, electric lights, etc., are enjoyed by the fruit growers at home and the schools of the valley are noted for their excellence. Practically every church denomination is represented and the leading fraternal organizations all have flourishing lodges.

If the reader of this article wants to know the bad points about Hood River he will have to come here and hunt for them. Hood River is open to thorough inspection and cordially invites all doubters to make personal investigation of her claims to supremacy in climate, soil, scenery and perfect fruit production.

HOOD RIVER VALLEY AND ITS PROSPERITY

Probably the largest dealers in Hood River valley lands are Angus & MacRae of Hood River and Portland. Mr. Angus has been at Hood River for 14 years and is a practical horticulturist himself, and lives on a large orchard about six miles from the town, from which he derives a big profit. He has made fruit lands his hobby, and is one of the best posted fruit men in the state. He has been remarkably successful and is consulted with confidence by valuators and by the banking profession. With an established reputation and unlimited credit he is in a position to be well prepared to offer the cream of the valley lands to his clients. Mrs. Marion MacRae manages the Portland office of the firm and is one of the most enthusiastic Hood River boosters that ever wielded a pen or exploited the valley. She knows the orchard proposition from A to Z, and can dissect an apple with the skill of a surgeon, knowing all about its cultivation, its growth and its disease. From her facile pen has flown some of the best literature that has ever portrayed the wonderful resources of the famous valley. Periodical trips to Hood River is made by her to familiarize herself with the conditions of the country. This firm has the exclusive sale of some of the best orchard land in the district. It may not be amiss to carefully peruse their announcement in this issue. This firm has one of the finest and best equipped real estate offices in the city in the Chamber of Commerce. Horticultural literature is profusely scattered on their commodious desks and tables for the enlightenment of those interested and their office is never without some prospective orchard land purchasers.

GOOD PROPOSITION.

Choice Valley Lands Controlled by Chapin & Herlow of Portland.

Chapin & Herlow are large Hood River orchard dealers. They have an important announcement in today's Journal which should be noted by those intending to invest in orchard land. It is by no means their entire holdings in the valley. They will be pleased to give information at their office in the Chamber of Commerce. Never before was there such interest taken in Hood River apple lands. The fame of Hood River fruit, especially apples, has spread all over the world and many investigators are finding their way to Oregon, even from European countries, to see for themselves the possibilities of Hood River valley. Those who are securing choice lands now will reap rich harvests either in the fruit itself or in fabulous prices for the land as the prices will of course advance as the limited valley district becomes scarce.

Oh Rats!

Mary hat a little rat,
The color of her hair,
Everywhere that Mary went
The rat was always there.

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E. H. SHEPARD,
EDITOR AND PUBLISHER

A handsomely illustrated monthly magazine published at Hood River, Oregon, will tell you all about the wonderful fruit and fruit industry of the Northwest. If you want to learn how this fruit is grown and record prices obtained for it, you should subscribe. It will tell you of the up-to-date methods employed in the various fruit growing sections of the Northwest in a practical, interesting way that brings success.

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A FEW REAL BARGAINS

AN IDEAL HOME

7 ACRES under highest state of cultivation on main county road, 3 miles from Hood River; rich clay loam soil, lays well; 120 4 to 10-year-old apple, pear, peach, cherry and plum trees all in prime condition; nice garden and all kinds of berries; 4½ acres in timothy; 4 inches paid up water right in Farmers' ditch goes with place; 7-room frame house, plastered, worth $2,000; large woodshed, cellar and barn 24x24, painted red, chicken-house; fenced with picket fence; household furniture, horse, chickens, wagon, carriage, harness, farm implements and everything goes with the place. This is a snap for some one wanting a nice home and highly improved small place in this beautiful valley. Price, $5,500; cash.

Under High State of Cultivation

15 ACRES, one of the best small places right in the heart of this beautiful valley; 675 fruit trees, principally Newtowns and Spitzenbergs, begin bearing next year; 3 acres of clover and timothy; 1 acre seeded to alfalfa; 3 acres in strawberries, planted between the rows; good water right; 6-room house, barn, outbuildings, fence, etc. This property will sell for $10,000 within the year. Can be had today for $7,000 and is a genuine snap.

CAN DOUBLE YOUR MONEY

20 ACRES, finest kind of clay loam soil, peculiarly adapted to the famous Newtown and Spitzenberg varieties; lies well on main county road, only 3½ miles from town; 14 acres in orchard, as follows: 745 Newtowns and Spitzenbergs, 50 Jonathans, 25 Arkansas Blacks, 80 cherries, 30 pears and 20 peaches; 400 of these begin bearing this year; small house, barn, sheds and good cold storage cellar with cement floor; well fenced and best of all, there is a large spring which gives plenty of FREE WATER FOR IRRIGATING THE ENTIRE 20. Unimproved land 2 and 3 miles farther out sells for $300 per acre, and you have to buy your water. This can be had for $6,000—$300 per acre. You can double your money on this in 2 years. It sounds good, but it looks better.

HOOD RIVER BARGAIN

21½ ACRES in the foothills of the famous Crapper district; 17 acres under cultivation; 12 acres in standard orchard from which there will be taken $5,000 WORTH OF APPLES this year. Buildings, farm implements, etc. Free water from big spring. If you want a fine country home and a big revenue producer you will not pass this up. Will take Portland residence property as part payment. Price, $10,000.

ANOTHER GOOD ONE

40 ACRES, 14 acres in orchard, mostly all Newtowns and Spitzenbergs, with pollenizers between; 325 trees are in full bearing; 500 trees 5 years old, 350 trees 2 and 4 years old. This place is 3¼ miles from town, right in the heart of the valley; the land lays well, there being no waste or rocks, and the soil is of the very best; a good 2-story house and outbuildings. Place is in first-class condition. Price, $11,650; $5,650 cash and the balance 6 years at 7 per cent. This goes for $291.25 PER ACRE. Unimproved land no better than this in the same district has sold for $300 per acre.

The UPPER HOOD RIVER VALLEY

20 ACRES, all lies almost perfect; 20 acres under high state of cultivation; 470 apple trees 10, 11 and 15 years old, Newtowns, Kings, Baldwins and Gravenstein varieties; 25 10-year-old cherry, pear, peach and plum trees; 50 5-year-old Newtowns and 50 5-year-old Ben Davis; about 12 acres in timothy and clover; about 10 acres in fir and pine timber, not very heavy clearing, balance in willows and brush, can be contracted to clear and plow for $55 per acre; small house, barn and some fences, creek—100 inches—goes with place, also 25 inches paid up water right. Cost $1.75 per inch for water actually used each year. County road through place; 2½ miles to Mount Hood postoffice; 7½ miles to school, etc. This is one of the best orchards in the entire valley; the trees measure from 16 to 24 inches in circumference at the trunks; they are smooth and in the best possible condition. Over 5,000 boxes of apples will be taken off the place this year, enough to make the first payment of $6,500. Price, $16,000; $6,500 cash. The place will almost pay for itself in 2 years.

UNIMPROVED

160 ACRES, 4½ miles out on the east side, famous for its fine apples; 80 acres of this is fine orchard land; small orchard, house, etc. Only $41.60 per acre. Suitable for cutting into small tracts. $2,500 cash will handle this.

We have a great many more. Also a very attractive proposition in the way of 5-acre tracts, cleared, set to orchard and cared for. Write us and let us tell you about this beautiful valley. We can show you orchards that are making their owners rich in the

GREATEST FRUIT COUNTRY ON EARTH

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J. L. FIREBAUGH, Hood River Representative

A Safe Investment

A man will never grow rich by depositing his money in the Banks and Trust Companies; the Banker does, but he puts YOUR money to work and gets the BIG END OF THE PROFIT. Why don't you DO THIS YOURSELF, and invest in Hood River lands? Get in on the ground floor and reap the profit of your courage. Farm land has never decreased in value during the history of the United States.

10 ACRES—6 miles from Hood River; 1¼ miles from 9th grade school; 1¼ miles from Van Horn Station; rural delivery; phone can be had; ½ mile from grocery and feed store; no buildings; one acre Spitzenberg trees one year old, 26 feet apart; 2 acres scrub oak; creek and spring; 4 acres 4-year-old trees, one acre 2-year-old trees, Newtowns; 2 acres timothy clover. Price, $4,000. Terms ½ cash, balance time. The 10 joining on the north are held for $5,000, and 6 acres of that are meadow.

10 ACRES—$2,000 cash. Good for the price. 3 acres 2-year-old trees, Spitz and Newtowns, 28 feet apart. About 4 acres 2-year-old trees, Spits and Newtowns; public road running through the place. No buildings; black soil. Orchard lays nice to cultivate. Grocery store 1¼ miles, 9th grade school 1¼ miles; M. E. church 1¼ miles; new church paid for; Van Horn R. R. station 1½ miles; 6 miles from Hood River postoffice.

20 ACRES—All good apple land. Price $15,000, $7,500 cash, balance as long time as desired at 8 per cent interest. Trees have had good care continually and are standard varieties and will have several thousand boxes this year. 7 acres meadow land, 7 acres trees; 100 Spitzenberg, 6 years; 100 Jonathan, 6 and 6 years; balance Spitzenberg and Newtowns, 5 years; 5 acres Newtowns, 2 years; 1 acre Newtowns, 1 year. Two creeks, no buildings. Will more than pay running expenses this year. Very sightly place to build. 6 miles from Hood River. 1¼ miles from school, church and store.

20 ACRES—Price $10,000; $5,000 cash, balance at 8 per cent. Creek carries 3 inches of water which can be put under ground or used for irrigation. Creek No. 2 carries 15 inches of water. The two carry more than the land will ever need for irrigation. No buildings, 6 miles from Hood River P. O. 1¼ miles from school, graded; 1¼ miles from church.

160 ACRES—Price $3,000 cash, 13 miles from Hood River; 40 acres slashed; 2,000,000 feet of timber; rolling; fine Hood River apple land; soil splendid; house cost possibly $500; old barn and old shed; 6 miles from school. Land in this neighborhood is selling for $150 per acre.

80 ACRES—Consisting of 30 acres saw timber, 40 acres brush land; 10 acres cleared; good frame house that cost $1,000.00; large barn; 14 inches free water in ditch; elegant fruit soil; worth $125 per acre. Will sell this place for $7,000; $3,000 down, balance time.

40-ACRE TRACT—10 acres under cultivation, 30 acres brush land; elegant soil and under irrigation; new house and barn; improvements, $1,500. We are asking only $3,700 for this place.

80-ACRE TRACT—Of which 13 are in 2-year-old fruit trees of a winter variety; 10 acres slashed; balance in brush and timber; all good soil under irrigation; $125 per acre.

80-ACRE TRACT—Consisting of 6½ acres apple orchard, winter variety; 13 acres ready to plant; balance brush and timber land, under irrigation; 20 shares of irrigation stock $45 per share and $250 flume work thrown in with this place. Price, $125 per acre; 6½ acres orchard have produced $1,600 worth of fruit.

TWO 40-ACRE TRACTS—Joining above, unimproved, under irrigation ditch. 10 shares for each 40 of irrigation stock situated on the Hood River and Cloud Cap Inn road. All have telephone lines that can be connected with Mount Hood Telephone company.

ALL THE ABOVE LAND lies within 15 and 16 miles of Hood River city, 1½ miles from the terminus of the Mount Hood railway; ½ mile from the proposed Mount Hood & Central Oregon railway. Will also state upon completion of this road land will increase 50 per cent above the price now asked.

160 ACRES—Lower valley, 12 miles from Hood River, unimproved, carrying 1,500,000 feet of yellow pine timber, for $22.50 per acre; $1,500 cash, balance time.

40 ACRES—House and barn; 10 acres 4-year-old fruit trees, winter variety, 22 acres 2 and 3-year-old fruit trees, winter variety; in center of Hood River valley. Land in this locality can't be bought for less than $350 per acre. Our price is $13,500. Terms if desired.

THERE ARE MORE CHANCES TO MAKE MONEY IN HOOD RIVER VALLEY than in any other place on the Pacific coast. If any of the above buys appeals to you, please call or write me and describe the kind of property you want. We have an extensive list of farms, ranches and city property, improved and unimproved, from one acre up to a 3,400-acre tract. Prices ranging from $4.00 upward, surroundings, quality, etc., making the prices.

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