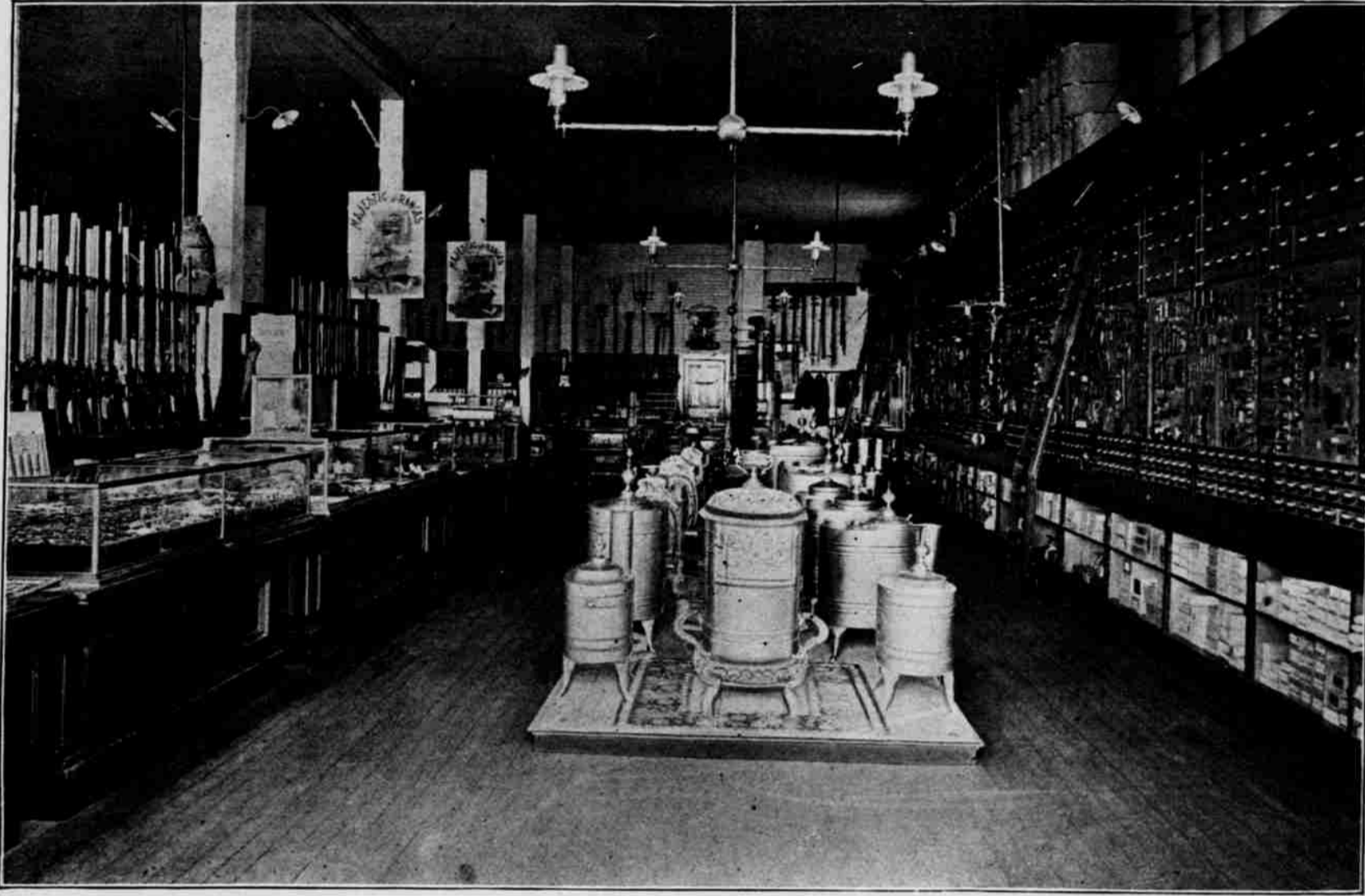


L. E. CROWE.



GRANT MAYS.



HARDWARE AND STOVE DEPARTMENT.



RANGES AND HOUSE FURNISHING DEPARTMENT.

## MAYS &amp; CROWE.

What Wendell Phillips said of great political institutions is also true of great business enterprises: "They are not made; they grow." This saying finds ample and fitting illustration in the large business establishment, owned by the well-known firm of Mays & Crowe.

In the spring of 1891 they bought out the hardware establishment of Abrams & Stewart, but were burnt out in the large fire of that year. They then purchased the stock of Fish & Barden, and continued doing business in their location until the erection of their present quarters, when moving their stock there, began adding to it from time to time to correspond with their increasing trade.

Their building has a frontage of 116 feet, and a depth of 100, and they also have two warehouses, one 50x100, the other 30x60. The two latter will be shortly replaced by an iron warehouse, two stories in height, 100x100.

On inspection we find these thoroughly stocked with hardware, tin and granite ware, stoves, agricultural implements, and everything pertaining to those lines. In sporting goods they control the agency of the Winchester Repeating Arms Company. In their house furnishing department they have the absolute agency of the "Majestic" steel range and the Richardson-Boynton furnaces. In the "Majestic" they have the finest range in the market, the best authorities being unanimous in their declarations that for simplicity of construction, ease of management, cleanliness in use and certainty of no repair bills, it is unequalled. In their implement department they have sole agencies of the celebrated Rushford wagon, made by the Winona Wagon Company, light spring work made by the Racine Wagon & Carriage Company, Buckeye mowers and John Deere plows. They also carry the only complete stock of hardware, wagon makers' material, iron steel and general blacksmiths' supplies to be found in the city.

They also do an extensive plumbing business, this department being under the direct management of Wm. Murphy. Some idea of the amount of business they do can be gained from the fact that at present they have fifteen men in their employ. The firm was originally composed of Robt. Mays and L. E. Crowe. Last February Mr. Mays sold his interest to his son, Grant.

Grant Mays was born in this county in 1866, and after attending the public schools here, took an academic course in the California State University, at Berkeley.

After graduating he returned here, and until last February was engaged in the cattle business.

L. E. Crowe, under whose management the business has assumed its present proportions, was born in Nova Scotia.

At the age of nine he accompanied his parents to California, and received his education there. He later took up the study of telegraphy, being connected with the Western Union Telegraph Company and the Central Pacific Railroad. Coming to Oregon in 1882, he was connected with the O. R. & N. Co., first as private operator for J. L. Hallett, superintendent of construction, and later had charge of the electric blasting. After completion of the road to The Dalles, he went with the construction force of the Northern Pacific under Julius Thielsen. He remained with them until called to California by the death of his mother. On his return he was with the O. R. & N. Co. as station agent, and becoming agent at Hood River stayed there five years, or until he came here, and formed a co-partnership with Robt. Mays.

## FARLEY &amp; FRANK.

This firm, the oldest in its line in the city, was established in 1870 by L. D. Frank, and was succeeded by its present owners in 1884. They carry a general line of harness and saddlery, making specialties of fine stock saddles and ranch and fine buggy harness. G. J. Farley, the present manager of the business, was born in Norwalk, Ohio, in 1854, and received his education there. At the age of 20 he moved to Canton, Ohio, and learned his trade there. He then spent some time in Toronto, Canada, and later in Tacoma, Washington. In 1878 he moved to The Dalles, and has been a resident here since.

He takes an active interest in politics, being a firm upholder of the principles of the Republican party, and at present is secretary of the Republican County Convention. In 1890 he was appointed State Building Inspector of the portage at the Cascades, a work which has been of inestimable benefit to the Inland Empire.



G. J. FARLEY.

## SMALL FARMS.

Wasco county, unlike most other parts of Eastern Oregon, is not a country of big farms. True, there are some farms covering from 1,000 to 5,000 acres, but as a rule the land is owned in tracts of from 20 to 160 acres. And in sections convenient to transportation lines it has been demonstrated that the small farm well cultivated is more profitable than the large one poorly tilled. Especially is this true in the vicinity of The Dalles and Hood River. The climate and soil being especially adapted to growing fruits and vegetables, makes small farming remunerative. Portland supplies a ready market for all classes of vegetables and small fruits, and these products put on board the cars here at 4 o'clock in the morning reach Portland by 8, and go on the market as fresh as if just gathered.

So important has fruit and garden farming become that many of the large farms are being divided into 10, 20 and 40 acre lots, and places of 160 acres, where a few years ago only one family subsisted, now support from four to eight thrifty families. Land suitable for gardening varies in price from \$30 to \$100 an acre, according to location and quality, while first class fruit land in a wild state may be bought at from \$15 to \$75 an acre. Fruit trees in this locality generally bear in from four to six years after being set out, and an acre of bearing trees is valued at from \$250 to \$500. The orchardist, however, does not wait until his trees are bearing to realize returns from his labor. The land between trees may be planted either to strawberries or vegetables until the trees have attained such growth as to shade the ground and make the cultivation of such plants in the orchard impossible. Thus the land set to orchard may be utilized for a double purpose until the trees have attained an age of eight or ten years.