

BERRY GROWERS UNDER CAREFUL MANAGEMENT SOLVE PROBLEMS

(Continued from page 4)

the use of the cannery and equipment free of cost, before and after the berry season. Mr. Cotton operated the cannery in 1917 at a nice profit, it was claimed, but passed on

into the great beyond early in 1918. Prior to his death he voluntarily raised our contracts to 6c.

Co-operative Idea in Danger.

It was at this juncture that the late A. Rupert, (who had acted as

broker and knew the superior quality of the local cutthroats,) conceived the idea of getting control of the cannery and the berry contracts. In April 1918 a deal was made by which the A. Rupert company, with the connivance of the attorney for the Cotton estate, received a five-year lease with an option of five more years at \$500 per year plus the payment of the taxes annually and the premium on \$4200 fire insurance. This deal was cleverly turned and meant a complete route of the co-operative dreamers, except that the contracts assigned were for one year, 1918, only. For this year Mr. Rupert paid a bonus of 1 1/4c making the price to most growers 7 1/4c, others received only 6c. The legality of the ten-year lease was questioned and the matter was finally settled at the annual meeting in February, 1919, by the stockholders ratifying the lease by a vote of 135 for to 111 against. This made the lease valid if it was not before and our hopes along with our co-operative cannery dreams went a glimmering. We acknowledged we were temporarily whipped but hope springs eternal in the human breast and a few of us agreed that if the new board of directors, consisting of H. A. Lewis, H. E. Davis, W. C. Lawrence, P. A. Johnson and Theo. Brugger, would cancel the three years covered in our contracts that had not been assigned, we would try again and organize a

growers' association. The matter was brought to the attention of the board by a resolution offered by H. A. Lewis and was adopted without a dissenting vote. We will always have a kindly feeling for these the present members of the directorate of the Gresham Fruit Growers Association.

New Growers Association Formed.

This kind action generated a new supply of that intoxicating force called hope among the dreamers. On the 15th day of February, 1919, at the Gresham library, the following growers, (after listening to a ten-minute talk by Mr. Rupert's representative, to the effect that if we organized they, the Rupert Company, would not buy our berries,) signed a contract to pool their berries and organize a co-operative association. The signers were Mrs. Fred Lehman, C. P. Tallman, H. G. Andrew, W. F. Robinson, A. D. Tuke, Wm. Gilbert, Ed. Spath, Jonas Nelson, Eugene Chiodo, J. G. Chiodo, W. D. Lindemann, H. Linstad and D. E. Towle. An application for a charter for The Co-operative Berry Growers was made and received. The organization, with constitution and by-laws adopted, was completed. C. P. Tallman was chosen president, H. G. Andrew, vice president; and to add tone to the association K. A. Miller of the Bank of Gresham consented to serve as secretary-treasurer. A. D. Tuke, W. F. Robinson and Eugene Chiodo were elected directors. The membership dues were fixed at \$5. The writer was engaged at \$5 per day, and \$1 per day for the use of the Rco, to make contracts, solicit new members, sell plants at profit enough to at least pay his expenses, pay the secretary-treasurer \$10 per year and \$10 to each of the directors, providing they attended five meetings during the year at \$2 per I wish to remark in passing that the revenues from these two sources have covered all of our expenses of every nature, including my time to July 1, 1921, and we have a balance of \$300 in the treasury. For the years 1919 and 1920 the grower received every penny obtained for his fruit and even this year all of the work of the sale of stock and the making of 142 five-year contracts was done without a cent of expense to reduce the value of the stock company organization. The legal allowance is 10 per cent. This saving was made possible by the faith of the members in their organization and the results achieved in the prior two years is a very good demonstration of team work.

Returns Increased by Organization.

To get back to the main theme. Under organization in 1919 we all received from the Puyallup & Sumner Fruit Growers Canning Company for Cuthbert and Marlboro raspberries 15c net per pound; Loganberries 9c, gooseberries 5c, strawberries 12c and cherries 10c. (they being the highest bidders,) and we had reached the open market. In 1920 we again asked for bids. To our surprise we all received 25c per pound for Cuthberts, 20c for Marlboros, 25 1/4c for blackcaps, 17c for strawberries, 12c for loganberries and 8c for gooseberries. The cherry market opened at 13c but soon sold down to 8c as we had no cherry contracts. The successful bidders were the Oregon Packing Company, Libby, McNeil & Libby and the Starr Packing Company, of Portland. This year, 1921, in March, as usual, we asked for bids again but failed to receive any. The first inquiry and offer made was on the 4th of July. This offer was made for Cuthberts at 4 1/2c per pound, Vancouver inspection. We were paying 2 1/2 and 3c per pound for picking. We had, it seemed, made the serious mistake of using high-priced and high-taxed land; had used high-priced labor and machinery; had made a large investment in high-priced fertilizer to produce a large crop of high-quality berries of no commercial value. But the Growers' organization was not sitting idly by waiting for something to turn up. We had our semi-annual meeting on the 14th of May which was well attended and the best we could report was no buyers in the field and that if we got out of the hole we would need to get busy and dig our way out. President Andrew, who is a rather resourceful fellow in a pinch, suggested that we all throw a \$100 bill or a \$100 note in the hat to create a fund to use in handling the crop, if it developed that the saving of the crop was advisable. This motion was carried and a roll-call vote showed 95 per cent of the members present in favor of the plan. This was team work and I suggested that we make six-year con-

Christmas Greetings

To Every Member and Friend of the Methodist Church within the Bounds of the Powell Valley Circuit, and to the Wide Circle of Those Whom I so Happily number Among My Acquaintances,

GREETING:


Through the medium of the Christmas Outlook, I desire to extend to you the most sincere greetings and good wishes of the season.

May the peace heralded at the first joyous Christmas by the angel choir so long ago abide with you and in your home always. In a most unique way, as the whole world is striving toward a universal and abiding peace, we have the most profound reasons for gratitude to the Prince of Peace.

Let us rejoice together in all that Christmas celebrates, the coming of the Lord to earth. May the One born so long ago in Bethlehem's manger, be born anew in you, and fill you with his presence and grace.

ALBERT S. HISEY.

Buy a Christmas Hat and Take Advantage of the Early Clearance Sale of **MILLINERY**, at the **GRESHAM HAT SHOP**



Every hat to be closed out as a sacrifice, some being marked less than one-third of the original price. You may have Your Choice of the Best Hats in the house for \$5.

Kate Mossman

CHRISTMAS GREETINGS

We folks want you folks to know that we value your friendship. Your co-operation has made the closing year a most pleasant one for us, and we take this means of thanking you. We wish you a Happy Christmas and a New Year that will be increasingly prosperous. May our good relations continue.

Sincerely

Troutdale State Bank

TROUTDALE, OREGON

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JEWELER
GRESHAM, OREGON

Test the Tone at the Stradivara Dealers

tracts on the fruit as we would not be warranted in investing any cash without first tying ourselves tightly together and as I had anticipated this need, asked the Oregon Growers a few days before for a copy of their contract and received a copy in the noon mail that day. The contract idea met with the same roll-call support as the \$100 loan, (more team work,) and in less than two weeks we had received \$3000 in cash and \$8000 in notes. More team work. These notes were payable to the Berry Growers Packing Company, an unborn babe. Some were suspicious of this new name and came in to inquire before signing up and some refused to sign but 80 members did sign and the explanation was that under the Oregon co-operative law a co-operative association could be formed without capital stock, but if they wished to function in a business way and capitalize by the sale of stock, it would be necessary to incorporate and our board of directors of the Co-operative Berry Growers, knowing this, concluded to save time and selected a name for the corporate baby before it was born, which we knew would be a matter of a few days. The reports were coming in that the strawberries were getting ripe. In passing I wish to say that of the 80 notes only four were redeemed by the makers at the banks, where they were discounted, and we issued stock for them and, strange as it may seem, we only discounted eight of these notes in all, four of which were redeemed at maturity. The balance of 72 were cancelled and returned to the makers. The reader may conclude they were of no value but they served as backing for our project and H. G. Andrew's high finance scheme went on record as a success.

Oregon's Co-operative Law Good.
In passing I wish to say a word for Oregon's co-operative law it was surely framed in the interests of the farmer and may be the means of helping the producer of the necessities of life to realize a value for the product of his toil that will be nearer in proportion to the price he is compelled by organization to pay for what he buys and if the same careful business management is given in co-operative undertakings that a successful business man would give to his private affairs, success is assured and thanks will be due such men of the O. A. C. staff as Hector McPherson, President Kerr, C. I. Lewis and others who have made a deep study of this economic question of the distribution of farm products in this state.

In closing I wish to state that I think it is a matter of common knowledge that the co-operative dreamers have met a trying condition, have filled the breach, have saved the 1921 berry crop of eastern Multnomah county at the best price to the grower of any locality in the state. They have met every obligation when due, which will probably establish a line of credit that will help in the future, that they have been directly responsible for bringing into this county for the grower \$150,000 extra in the past three years as a result of thirteen growers getting together on the 15th day of February, 1919, who had faith in themselves and the justice of their course and who were satisfied to let their neighbor in at the same price for their product that they themselves received, yes, a better price than could be realized individually.

We are sorry to say there are a few who admit that they are benefitted by our organization and like to travel with us, but refuse to pay their fare, either in the sale of their fruit or the purchase of plants and our hope is that the co-operative germ will attack them and that they will come in, as "the latch string is always out."

LOCAL RASPBERRIES SENT TO LIVERPOOL

The Berry Growers Packing Company has just received their seventh order for canned raspberries from the English market. This order was received through their brokers, the Oregon growers of Salem, Oregon. This last order is for 300 cases of second grade or choice No. 2 canned Cuthberts. This deal was made possible by the recent sharp advance in sterling exchange and is a good omen for the berry business. Owing to the wide disparity in English exchange it prohibited the English buying in these markets and the depression being so severe in the middle west and the east has resulted in restricted buying by American concerns. The trade has been rather slow.

Another interesting feature is the comparison of freight costs. The rate to Liverpool, England, where this last shipment is headed is \$5.50 per 100 pounds while the best rate on 900 cases to Chicago is \$126.50.

The officers of the packing company feel that they are fortunate in having deep water transportation so near by.

PLEASANT VALLEY

By G. N. SAGER.

Mrs. C. A. Ekstrand and son Clarence went to Albany last Friday, where they spent the week-end visiting with Mrs. Ekstrand's parents, Mr. and Mrs. Edholm.

Mr. and Mrs. John Kadock and little son Homer of Lents, were Sunday visitors at the home of Mr. and Mrs. Jas. McLean.

Mr. and Mrs. E. J. Bowen motored to Tigard one day last week where they spent the day with Mr. and Mrs. G. W. Rogers.

L. B. Moore of Vancouver was a business caller at this place last Saturday. Mr. Moore formerly resided here.

Mr. and Mrs. Clyde Sager and children of Lents were guests at the home of Mr. and Mrs. G. N. Sager Sunday afternoon.

Mrs. Inez Skinner of Portland was out Monday looking after her farm.

P. T. Uhlig has leased his farm and is moving his family to Portland this week.

Mr. and Mrs. Frank Fisk visited friends in Lents Monday.

A. W. Lambert, a Portland real estate man, was looking after business interests in this vicinity Monday.

Michael Kelly, who died at Dallas last week, was a former old time resident of this place, having been born on the old Kelly homestead, where two of his brothers, James and Edward Kelly, still reside. Another brother, Thomas Kelly, resides in San Francisco, also a sister, Mrs. Kate Applegate who resides in Portland.

Dust Them.

A soft piece of old silk should be kept at hand for use in dusting your hat. Quills and ostrich should be gently dusted after each wearing.

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