

GRESHAM NOW HAS COMMERCIAL CLUB; WANTS NEW SLOGAN

The name of Gresham Commercial club was adopted at last night's meeting to take the place of all other names by which the business men's organization has been designated.

A committee is working on a revision of the by-laws to include a wider scope of work than heretofore carried on.

The reports of committees showed the plans for the farmers' banquet had been very successfully carried out. A resolution of thanks to all who had assisted in any way was passed and the secretary was instructed to communicate this fact to all outside of Gresham.

With the adoption of the new name the club wants a suitable slogan and an emblem or letterhead design, representing the chief industries or attractions of the locality. A prize of \$5 was offered for the best slogan and \$5 for the best emblematic or illustrative design. This offer is open for a month. Those submitted will be judged by a committee of the club at its next regular meeting, March 26. Anyone, young or old, member of club or not, may participate in the contest and more than one design or slogan may be submitted by an individual. The slogan may be combined with the picture. A rough sketch, showing the idea intended, will be accepted. Address all communications to Secretary Leslie Walrad.

Geo. H. Mansfield To Speak at Meetings

Geo. H. Mansfield, president of the State Farm Bureau, is to be one of the main speakers at a series of Farm Bureau meetings which are to be held in some of the districts surrounding Gresham beginning Thursday evening. Programs of Farm Bureau work for the coming year will be discussed. An effort is also being made to form a pool for purchasing clover and grass seed and it will be taken up at these meetings. All farmers are invited to come and bring their families with them. Following is the list of the meetings to be held:

Thursday evening, March 1, 8 p. m., Pleasant Valley grange hall.
Saturday evening, March 3, 8 p. m., Lynch schoolhouse.

PRODUCTS COMPANY HAS NEW MANAGER

H. J. Fleischer recently from Boise, Idaho, was made general manager of the Pack Products company at a meeting of the stockholders held last Saturday. Mr. Fleischer is enthusiastic over the manufacture of this new Gresham product already fairly well known as "Yankee Freeze." He says the prospects for business are excellent. According to Mr. Fleischer, the Gresham plant will be in full working order not later than March 5.

The stockholder's meeting held Saturday was a special one called for the purpose of electing a new board of directors as the company is being re-organized. The five newly elected directors are W. A. Smith of Portland, E. A. Pack of Gresham, W. E. Lewis of Gresham, W. A. Erwin of Knappa, Oregon, and H. J. Fleischer.

At the close of the stockholder's meeting the executive board went into special session and appointed H. J. Fleischer manager and W. E. Lewis secretary-treasurer.

HIKERS ENJOY WEEKLY OUTING

A dozen enthusiastic hikers joined in the weekly outing of the Greshamas yesterday from 5 to 6. The tramp was made to near the top of Gresham Butte. Small snow banks were still in evidence along the cuts but the budding shrubbery bore signs of approaching spring.

This was the fifth weekly hike of this newly formed recreation club of which Alice Roberts is president and Anna Brugger is secretary. There are no special qualifications for membership except to "come along," leaving the library promptly at 5 Mondays.

Longer hikes are planned and occasionally an evening lunch at one of the beauty spots hereabouts.

The president will be the leader next Monday. She will tell an interesting story and everyone participating is asked to relate a nature fact.

DATA GIVEN ON COST OF PRODUCING RED RASPBERRIES IN YAKIMA VALLEY

A leaflet has been turned over to the Outlook by the manager of the Berry Growers company in which is given the estimated cost of producing one pound of berries in the Puyallup valley. This contains so much information thought to be of value to the berry growers of this section in making estimates of the cost of raising berries here that readers are given the benefit of it. The following article does not apply directly to this section as conditions here are somewhat different but may be used as a basis in working out a cost record that will apply to local conditions.

The land in the Gresham district is valued at around \$400 an acre instead of \$800 as in the Puyallup valley. The berry yield here is conservatively estimated at 4000 pounds to the acre while in Puyallup the yield is said to be as high as 8000 pounds to the acre with an average yield of 6000 pounds to the acre.

The report is dated January 1, 1923, and is as follows:

There has always been and always will be an honest difference of opinion as to the cost of production of the bush berry crop, and especially so as between the canner and the grower. The canner has always expressed a desire to treat the grower fairly and on the other hand, the grower is interested in the success of the canner, as the canner's success regulates to a very large degree the success of the grower, therefore the necessity of harmonious and cooperative dealings between the two.

In order to get the grower interested in ascertaining the actual cost of production, a committee of representative growers was called together for the purpose of outlining the average actual cost, as nearly as it can be done, of the production of the berry that the canners are greatly interested in.

With this idea in view, Mr. Henry Huff, District Horticultural Commissioner, was requested to call a meeting at his office of representative growers of the Washington Berry Growers and of the Puyallup & Sumner Fruit Growers Association, with the result that the committee selected consisted of Mr. Huff, acting as chairman; Mr. E. C. Orton, president of the Washington Growers; Mr. E. N. Smith, a well known grower and member of the Washington Berry association; Mr. L. M. Hatch, Charles W. Orton and W. H. Paulhamus, of the Puyallup & Sumner Fruit Growers association.

Report is Preliminary.
While the report is subject to revision and should only be considered as preliminary work, yet it will start the growers thinking and working out what they believe to be their actual cost of production. No two growers have like conditions to work under. The soil will differ, the drainage will differ, the frost belt may interfere more with one than with another, and of greatest importance is the grower himself. One grower will make good where another will fail, but bear in mind, this report does not intend to fix the cost of production for every grower, but on the other hand, each grower can take the figures contained herein and work out his own problem so as to ascertain the results he is securing.

Land and Labor Value Basis.
The basic figures used for computing the cost are as follows:
That unplanted Puyallup valley land suitable for the growing of Cuthbert red raspberries is reasonably worth \$800 per acre.

That if the grower purchases ten acres of land at a total cost of \$8,000, he is entitled to 7 per cent interest on the investment, for the reason that he could loan the \$8,000 on first class mortgage security that would pay him 7 per cent interest. That the grower is entitled to add all costs of preparing, planting, installing posts and wires, and suitable berry sheds, and quarters for the pickers, to the original land investment and to receive 7 per cent thereon. This return to the grower is entirely independent of his farm operations or his own time.

To successfully operate ten acres of berries the grower must be on the job all the time during the entire year, and for this time, covering the work he does on the farm, plus the planning of the marketing and the general supervision, he is entitled to an average salary of \$125 per month or \$1,500 per year, which is \$150 per acre.

It is estimated that the profitable production life of the Cuthbert red raspberry field is ten years from the date of planting, that the first year of the planting, there will be no returns, during the second year a yield of 1,000 pounds per acre at the estimated value of 19 cents per pound and from the third to the tenth years, inclusive, there should be eight full crops, which the committee estimates at an average of 6,000 pounds per acre.

Depreciation is Large.
That if the life of the field is ten years, it is necessary and only fair

to depreciate the investment in the buildings, posts, wire, canes and field equipment from the beginning to the end of the tenth year, at which time the posts will have rotted off, the wire will be two-thirds exhausted and the buildings worth less than when constructed. For this purpose the life of the buildings is estimated at 20 years, the berry wire at 12 1/2 years, and the carriers and field equipment at four years. Under this assumption, the grower is entitled to the following depreciation per annum:

Buildings	5%
Posts	10%
Wire	8%
Picking carriers and field equipment	25%

That man labor employed by the farmer is worth at least 35¢ per hour, and a man and one horse, with either plow or cultivating tools, is worth 75¢ per hour.

Allowance for Labor Costs.
That the owner of the land should be expected to render 300 days service, eight hours each, on his own farm and to deduct from his estimated salary of \$125 per month the same rate per hour that it would be necessary to pay if he employed a farm hand to do the work. This means that the grower should deduct from his annual salary \$780 to cover the actual hand labor that he renders to the farm, which should be deducted from his total salary of \$1,500 per annum on a ten-acre tract, which means \$150 per acre per year. After deducting the \$780, it leaves a balance due him

ESTIMATED COST FIRST YEAR OPERATIONS PER ACRE

Preparation of Ground and Planting:	
Plowing, discing, harrowing—Man and Team—Total 15 hours at \$1.00 per hour	\$15.00
Planting, 2,500 at \$5.00 per M.	12.50
Planting, labor, Total 16 hours at 35¢	5.60
Care of Plants—	
Three hoeings, labor, Total 60 hours at 35¢	21.00
Ten cultivations during year, man and horse, Total 25 hours at 75¢	18.75
Posts and Wire—	
160 posts at 15¢	24.00
Labor setting posts, Total 40 hours at 35¢	14.00
Wire, No. 14, 335 pounds at 5¢	16.75
Nails or staples, 5 pounds at 7¢	.35
Labor installing wire, Total 20 hours at 35¢	7.00
Balance of income due grower for services, per acre	72.00
Taxes, one year	10.00

Interest on above costs, \$216.95, 6mo. at 7%..... 7.59
Interest on land investment, \$800 at 7%, 1 year..... 56.00
Add original value of land..... 800.00
Total investment end of first year.....\$1,080.54

SECOND YEAR OPERATIONS.

Operating Costs—	
Fertilization	
Five tons green sheep manure, or equivalent, distributed in field at \$7.50 per ton..... 37.50	
500 pounds Commercial Fertilizer distributed in field at 3¢ per lb..... 15.00	
Two plowings, man and horse, Total 16 hours at 75¢..... 12.00	
Removal surplus canes and training during early spring labor, Total 60 hours at 35¢..... 21.00	
Ten cultivations, man and horse, Total 25 hours at 75¢..... 18.75	
Three hoeings, labor, Total 60 hours at 35¢..... 21.00	
Labor removing surplus suckers during growing season, Total 10 hours at 35¢..... 3.50	
Training growing canes, labor, Total 10 hours at 35¢..... 3.50	
Harvesting	
Picking 50 crates, estimated 1,000 pounds, at 75¢ per crate (Excessive cost of picking due to small crop second year)..... 37.50	
Hauling berries to receiving station, 1,000 at 1/4¢..... 2.50	
Yard supervision and attendance, securing pickers, transporting pickers, wood, water rent, and other overhead items at 1¢ per lb..... 10.00	
To cover income of grower for services..... 72.00	
Taxes, one year 10.00	

Less value 1,000 pounds berries estimated at 10¢ per pound..... \$100.00
Net loss from operation second year to be added to investment.....\$ 164.25

Additional Fixed Investment Required Second Year—

One-half crate shed per acre at \$60.00..... 30.00	
Pickers' quarters with equipment of stoves, benches, tables, bunks, toilets and installing water, accommodations for 6 to 8 pickers occupying two apartments, per acre..... 250.00	
20 picking carriers, complete at 50¢..... 10.00	
Interest—	
On additional second year investment, loss on operation \$164.25, buildings and carriers \$290.00, Total 454.25 at 7% for 9 months..... 23.85	
On investment at end of first year, \$1,080.54 at 7% one year..... 75.64	
Depreciation—	
On posts, investment.....\$ 38.00 @ 10% \$3.80	
On wire, investment..... 24.10 @ 8% 1.93	
On buildings 3-5 year..... 250.00 @ 5% 12.50	
On carriers, investment..... 10.00 @ 25% 2.50	
\$ 16.63	

Additional investment during second year..... \$ 570.37
Investment at first year..... 1,080.54
Total investment at end of Second Year per acre.....\$1,650.91

YEAR OF AVERAGE PRODUCTION BETWEEN THIRD AND TENTH YEARS.

Operation Costs Per Acre—	
Fertilization	
Five tons green sheep manure, or equivalent, distributed in field at \$7.50..... 37.50	
500 lbs. Commercial Fertilizer distributed in field @ 3¢ per lb..... 15.00	
Removal of old canes and training, labor, Total 60 hours at 35¢..... 21.00	
Two plowings, man and horse, Total 16 hours @ 75¢..... 12.00	
Ten cultivations, man and horse, Total 25 hours @ 75¢..... 18.75	
Three hoeings, labor, Total 60 hours @ 35¢..... 21.00	
Removal suckers during growing season, labor, Total 10 hours @ 35¢..... 3.50	
Training growing canes, labor, Total 10 hours @ 35¢..... 3.50	
Harvesting crop 6,000 pounds per acre	
Picking 6,000 pounds @ 2 1/2¢ per pound..... 150.00	
Hauling to receiving station 6000 lbs. @ 1/4¢ per pound..... 15.00	
Yard supervision and attendance, securing pickers, transporting pickers, wood, water rent, and other overhead expenses @ 1¢ per pound 6000 pounds @ 1¢..... 60.00	
To cover income of grower for services..... 72.00	
Taxes one year 10.00	

Direct Operating Cost.....\$ 439.25

On average investment 3d to 10th years, \$1304.75 @ 7%..... \$ 91.33
Investment at beginning of third year.....\$1650.91
Investment at end of tenth year equals value of unplanted land \$800.00 plus salvage value of buildings, 57% of \$280.00 or \$159.60..... 959.60
Average investment, \$1,304.75..... 959.60
Depreciation on investment from beginning third year to end of tenth year \$651.31 (\$1650.91 less \$959.60)..... 86.41
Charge off 1/4 to each crop

Total Cost of Producing Crop—
Cost per pound, 6,000 pound crop, per acre..... 10.28¢
Using foregoing figures and making proper changes to correct picking, hauling and field supervision and picking, overhead costs, other costs remaining substantially the same, the following results will be arrived at for crops of different amounts per acre.

Crops, Lbs. Per Acre	Total Cost	Cents Per Lb.
3000 lbs.	\$504.49	16.82¢
4000 lbs.	541.99	13.72¢
5000 lbs.	579.49	11.59¢
6000 lbs.	616.99	10.28¢
7000 lbs.	654.49	9.35¢
8000 lbs.	691.99	8.65¢

COMMERCIAL CLUB ASKS FOR SLOGAN

A bright new five dollar bill is hung up as a prize to the person who suggests to the Gresham Commercial club the best sentiment for a slogan for the community.

Another crisp five dollar bill will go to the person submitting a sketch of the most acceptable design, or emblem, embodying the outstanding features of the locality, industrially or scenically, or both, which can be used on club or business stationery or on club publicity.

Anyone may enter this competition. Gresham has some good artists. Now's the time to get busy. Address all communications to Secretary of Commercial club, L. A. Walrad, before March 26, 1923.

FAIRVIEW GIRL COMPLETES WORK

Miss Marjorie Mollar of Fairview is the first club member in this part of the county to complete her work this year. She is a member of the Fairview Cookery club. She not only has met all of the requirements in the cookery project but has already handed in all of her reports.

Miss Mollar is 10 years old. She is the daughter of Mr. and Mrs. John Mollar. Mrs. Mollar is an enthusiastic club worker and the daughter's splendid success in club work is largely due to the mother's influence. It is the result of thorough cooperation of mother and daughter. Many people do not realize the importance of the cooperation of the parents in club work. The lack of this backing is a hindrance to many children and is the direct cause of many failures.

Last year this valiant club member finished the work successfully in two clubs, sewing and cooking. Her accomplishments are being held up as a standard for other children to pattern from.

Club is Wide Awake.

The Fairview Cookery club of which Miss Marjorie Mollar is a member is a wide awake club not only individually but as a club. The leader, Miss Edna Buchner, is a former Oklahoma club member. She and her parents have recently moved to Fairview. While in club work in her home state, Miss Buchner won first prize in her county on cooking, and because of this score, made a trip to the boys' and girls' state fair camp. She exhibited at the state fair that same year and received fourth prize on bread.

Miss Buchner is imparting some of her enthusiasm to her club girls this year. She has nine members and it is their aim to have the first club in this part of the county to complete its work. The girls are planning to hold a special event after they have completed their work which is to be known as Mother's Day. The date has not yet been definitely set but on that day the mothers are to be invited to come and see the club exhibits of bread and be present at the bread judging contest.

It is also of interest to note that this cooking club was led last year by Miss Margaret Jonas who was formerly a successful club member. It is becoming quite a common thing for club members to become leaders which proves that club work trains for leadership first in club work and in other enterprises as well.

LADIES' AID WILL HOLD ANNUAL BAZAAR

The Ladies' Aid society of the Methodist Episcopal church will hold its annual bazaar at the grange hall next Thursday afternoon and evening, March 1.

The bazaar will be unusually attractive this year. Many articles suitable for birthday gifts, commencement presents, and gifts for the June bride will be on sale, beginning at 2:30 p. m.

The Queen Esthers will have a candy booth where all sorts of tasty home made candy will be offered. The dinner will be served from 5:30 on. The menu is as follows:
Roast Beef, Brown Gravy
Mashed Potatoes String Beans
Perfection Salad Pickles
Jelly
Hot Rolls and Butter
Banana Cream Pie Coffee

An attractive program of music, readings, etc., has been arranged to begin at 7:15, which will be as follows: reading, Mrs. E. H. Kelly; solo, Leslie Walrad; duet, Myrtle Rusher and Doris Zimmerman; exercise by pupils of the Gresham grade school; violin solo, Miss Norma Lee Peck; solo, Guy D. Jones.

STATE LEADER VISITS MANY GIRLS CLUBS

The work of re-organizing and forming new sewing and cookery clubs for this year has just been completed in this part of the county. Miss Helen Cowgill, assistant state club leader, has been assisting Miss Ethel Calkins, county club leader in following up this work. Miss Cowgill spent the day of February 12 in this county and then returned again for the week beginning February 19 and ending February 26. She was able to give leaders and club members some valuable help by showing them what kind of work is expected of them. She carries samples of sewing, simple stitches and many articles that prove to be a great aid in helping teachers and members to understand what the requirements are.

The sewing club girls displayed their work. It was inspected by Miss Cowgill and found to be very satisfactory. Enthusiasm was good in all of the clubs visited with the exception of the Pleasant View community. The club leader in that district moved away shortly after the club was organized. A tour was made of the community but not a single person could be found who was interested enough to carry on the work.

A feeling of indifference to this work seems to prevail in the Pleasant View community according to Miss Calkins. One boy living there was said to be enthusiastic but because of lack of support he has finally been won over to the side of indifference also. "These people are bound to wake up some day to the realization of what they are missing but it is hoped that that time will not be so far distant that it will be impossible for them to catch up with the rest of the county," said Miss Calkins. All of the other districts are going ahead with long strides and there is no doubt but what they will all be there for the finishing-up-time which comes every fall. These club members who have worked during the year can then breathe a happy sigh and say to themselves "Well done."

Miss Cowgill and Miss Calkins met the Gresham clubs last Thursday morning. They attended the Washington's birthday assembly and then asked the club members if they would be willing to remain for a short time after school had been dismissed to discuss club work. Both girls and boys gladly consented. Much enthusiasm was shown and there is no doubt but what Gresham will go "over the top" this year in club work.

March of the Cadets (Asher)—Orchestra.
Morning Invitation (Veazie)—Combined Glee Clubs.
Tubal Cain (Fearis)—Boys' Glee Club.
When the Leaves Are Turning Gold Sextet from, Lucia' (Donizetti)—Girls' Trio.
Two White Horses, Old Slave Song—Boys' Quartet.
(a) A Legend of Varsovie (Ashton), (b) The Two Clocks (Rogers)—Girls' Glee Club.
(a) The Climate (Stevens), (b) Vive L'Armour (College Song)—Freshman Boys' Quartet.
(a) Larboard Watch (Williams), (b) Hark! I Hear a Voice—Boys' Boys' Glee Club.
King Cotton (Souza)—Orchestra.
(a) Kentucky Babe (Geibel), (b) My Grandma's Advice (Anonymous)—Girls' Glee Club.
In Spain (Di Chiara)—Combined Glee Clubs.

HIGH MUSICAL CLUBS WILL GIVE PROGRAM

The musical organizations of the high school will give a program on Friday evening of this week in the gymnasium which promises to be one of the real treats of the season. The glee clubs have been under the instruction of Miss Dorothy Dickey and the orchestra under the direction of William Rutherford. Following is the program:

Every person whose gross income for 1922 was \$5,000 or over must file a return, regardless of the amount of the net income. If a husband and wife living together have an aggregate gross income of \$5,000 or more, separate returns or a joint return may be filed.

Sheef Music.
We are carrying a full line of all the latest popular songs in sheet music. Buy a piece, take it home and if you do not like it bring it back and exchange it. Guy D. Jones, Jeweler.

Musical

By High School Orchestra and Glee Clubs

FRIDAY, MARCH 2, at 8 p. m.

U. H. S. Gymnasium

Admission 35c

No Reserved Seats

CONCERT AND DANCE

In the Fairview City Hall

SATURDAY NIGHT, MARCH 3

Given by Seavey Concert Company

Program of piano, cornet, violins, saxophones, songs, readings and cartoons.

Auspices Fairview Fire Department.

Program will start at 8 o'clock. Dancing 9:30 to 12

Admission, Adults 35 Cents, Children 10 Cents