

PROFIT AND LOSS IN SHIPPING FRUIT

I have been much interested in the articles on "Profit and Loss in Fruit Shipments," writes H. R. Crozier of Stevens county, Wash., in the Spokesman-Review. Organization is the key to success. One may be able to raise a good crop, but his income depends on his sales. In many instances the buyers take advantage of the opportunity to buy cheaply because the farmer does business in a haphazard way. If business men in general conducted their affairs as the average farmer does, few would succeed.

Through organization with a head to look after the needs of the consumer, who is supplied through the middlemen, there would be better and more stable prices. There is no such thing as overproduction of fruits or the agricultural products. The thing lacking is method of placing them on the market.

One must know how, when and where to unload his crop. One farmer can not generally afford to give up his time to these details. Therefore it is essential that many be banded together for their common good, and, as it were, have a leader, whose duty it is to find the best market by keeping watch of the supply and demand and be prepared to drop a car here and another there, thus keeping the middlemen always on the anxious seat looking for supplies for their many customers. If they find masters in the art of selling to deal with, they will always be ready to do business on terms fixed, not by themselves, but by the producer.

It is the farmer's fault that others fix the price of his fruits. The demand is always great. Time, quality and good packing are the essence of success in the sale of fruit. If a district is noted for good fruit in large quantities, buyers will always be after it. It then becomes essential to have an organization deal with those buyers and see that all get fair returns for their labor.

By organization many small producers become a unit for not only their own good, but that of the consumer, as they get better quality sent to market in season in car lot, insuring cheaper rates of transportation. By thorough organization those not familiar with ocean laws can put up what they want to sell so that it will handle to the best advantage and look best.

The crops of 1905 can be sold easier than a single individual crop may be sold. No farmer in the northwest can afford to go to Eastern markets with a small shipment of his fruits, as he must take any price offered, to save waste. Several growers banded together can, if desired, send a reliable man to find the best market and thus obtain the best prices.

It takes but little produce to ruin the market at times, even in the large cities like New York and Chicago. Hence the necessity of knowing when and what to ship and when and what not to ship to any particular point. Every producer's motto should be "Organization, best quality, skillful packing." The results make quick sales, good profits and happy homes.

Thanksgiving Proclamation. Governor Chamberlain has designated Thursday, November 30, as the date for Thanksgiving and calls attention to the fact that near in the history of the country have the people had so much cause for giving thanks than at the present time. The proclamation is as follows:

"The president of the United States, in pursuance of a time-honored custom, has designated Thursday, November 30, A. D. 1905, as a day of general thanksgiving and prayer. Our country has much, indeed, for which to be thankful. In its history and in its progress, it has known the horrors of war, pestilence, earthquake and famine have disquieted and disturbed some of the peoples of the earth, and worse than all of these, revolution and the tyranny of man have stained with the blood of the innocent and helpless the soil of other countries and caused thrones of mighty nations to totter on their foundations, peace and plenty have fallen to the lot of our beloved country. Never in the history of our own state have the people been happier or more prosperous, and never has there been a brighter outlook for future growth and development.

"Therefore, I, George E. Chamberlain, governor of the state of Oregon, by virtue of the authority in me vested, do hereby set apart Thursday, November 30, A. D. 1905, as a day of thanksgiving and prayer, and that the people of this magnificent commonwealth do on that day abstain from their usual vocations and return thanks to Almighty God for the blessings which He, in his beneficent wisdom, has seen fit to bestow.

"In witness whereof, I have hereunto set my hand and caused the great seal of the state to be hereunto affixed at the city of Salem, this ninth day of November, in the year of our Lord, 1905.

"GEORGE E. CHAMBERLAIN, Governor of Oregon. Attest: F. L. Dunbar, Secretary of State."

Arrested Deserter at the Dalles. Private George L. Harris, a deserter from Company L, Fourteenth Infantry, was arrested at Centhworth, near The Dalles, Friday. He had only been in the government service three months, and had been stationed at Vancouver. Sheriff Sexton and Marshal Wood made the arrest. Saturday morning Constable Harper took Harris back to Vancouver.

Huge Vegetables. A 23 pound turnip was grown in the County of Adams district of Idaho. A Falouse, Wash., farmer has ten potatoes that weigh 25 pounds, the largest one three pounds and two bushes. He raised potatoes on cereal all this year.

Dr. Fowler in the T. His. Dr. Fowler of Dufur, who has been twice arrested for practicing without a license, is again in the toils of the law. For the first offense he was released on assurance that he would desist from further law breaking. On being again arrested his case was held over. Friday it was discovered that he was again practicing his trade, and he was taken to The Dalles.

Stockholders' Meeting. Portland, Or., November 13, 1905. The annual meeting of the stockholders of the Gold Run Mining company will be held at the office of Attorney Green, at Vancouver, Washington, November 21, 1905, at three o'clock p. m. for the purpose of electing trustees and officers for the ensuing year. All stockholders are invited to be present. H. W. HANSEN, President. W. E. JONES, Secretary.

HOOD RIVER HAS PROMINENT VISITOR

Hood River had a distinguished visitor this week in the person of E. L. Conger, ex-minister to China and Mexico and for three terms a congressman. Mr. Conger and wife were the guests of E. L. Smith at his pleasant home overlooking the Columbia river. The ex-minister and Mr. Smith were classmates in college at Galesburg, Ill., but have not seen each other for a number of years.

The Congers arrived here Monday from Seattle where they have been visiting their son who is an army officer, and in the afternoon were taken for a drive by their host through the famous Hood River valley. On their return the Glacier man had a short talk with Mr. Conger who said that he had made a visit to Hood River 16 years ago and that if he remembered correctly there were only two buildings in the town at that time. He was, he said very much astonished at the rapid growth of the city and was much impressed with the fine orchards in the valley. The fine fruit raised here excited his admiration, and he spoke also of the natural resources in the way of water power and the timber lands for which this city is the only outlet. The ex-minister predicts a prosperous future for this locality and western Oregon in general.

Mr. and Mrs. Conger left Tuesday for Portland where they expected to meet their daughter and then go on to San Francisco for a brief stay. It is their intention to winter in California and, as Mr. Conger put it, "rest up and get acquainted with the country from which they have been so long absent."

ELECTRIC ROAD FOR TROUT LAKE

A movement is on foot to build an electric railroad from Underwood to Trout Lake and the promoters of this enterprise say that if they are given sufficient encouragement by the residents in that section the road will be put through as soon as possible.

The route as now surveyed will begin at Underwood landing and run up the White Salmon river as far as practicable to the bridge intersecting the lands of H. Lange, Frank Moore and Fred Stoler. From this point it will follow the county road to a point between the lands of C. W. Moore and Andrew Johnson; then across to the north bank of the river to the bridge at Boze's; then following the county road it will cross the Wagner ranch to the Guler hotel, when it will again take the county road via the Corvairs and the cheese factory road, back to the bridge at Boze's thus forming a loop. It is said that a steam road is also being surveyed from the Little White Salmon through Trout creek pass to the Columbia.

If the road is built two large saw mills will be erected at the end of the line and large forces of men will be employed, which with their families will constitute quite a village. Several thousand dollars of local capital has been pledged for this enterprise already and it is said that outside capitalists will supply the rest.

One of the features of the enterprise will be to supply houses and barns along the route with electric light.

Great North-rn Looking up Business. Le Roy Tucker, traveling passenger agent of the Great Northern railway, was a visitor at the Glacier office, Friday. Mr. Tucker is looking over this territory in the interests of the new road up the Columbia and says that while the road is completed it will offer inducements to both passengers and shippers to patronize its line. The main offices for this branch of the road will be located at Portland. It is the intention of the Great Northern to put on a fast transcontinental train to be called the Oriental Limited. The coaches will be decorated with oriental designs and it was the intention to put Japanese porters on the train to harmonize with the surroundings. But it is said that Mr. Hill objected to this innovation and the Jap porters had to be out.

Advertised Letter List. For week ending November 13, 1905: Mrs. Mary Bell, Lillie Garman, Mrs. C. B. Handy, Ida F. Kimball, Mrs. John Neils, Lottie Phillips, Mildred Smith, J. H. Bennett, Elva P. Bennett, R. M. Bennett, David & Goldstein, W. S. Eddy, Gus Fuller, W. I. Fisher, N. H. Gieham, A. Hudson, H. S. Hudson, Sile Johnson, Lech Landellor, Umberto Landagio, E. L. Moore, C. M. Miller, N. C. McConnell, Thos. Osben, Chas. Peterson, Wm. Play, Story Lumber Co., Abe Whales.

W. M. YATES, P. M. ADMINISTRATOR'S FINAL SETTLEMENT. Notice is hereby given that the undersigned administrator of the estate of John W. Murphy, deceased, has filed his final account in the county court of the state of Oregon for Wasco county, and that the court has fixed and appointed Saturday the 18th day of December, 1905, at the hour of 10 o'clock a. m. for the hearing of objections to such final account and the settlement thereof, and has further ordered that notice of said hearing be given by publication of a notice for four successive weeks in the Hood River glacier. All heirs, creditors or other persons interested in said estate may, on or before the day appointed for said hearing and settlement, file their objections to said account or to any particular item therein, specifying the particulars of each objection.

Dated at Hood River, Oregon, this 6th day of November, 1905. GEORGE T. PRATHER, Administrator.

IN THE CIRCUIT COURT OF THE STATE OF OREGON FOR WASCOCO COUNTY. James Dougherty, Defendant. In the name of the state of Oregon, you are hereby required to appear and answer the complaint filed against you in the above entitled suit on or before the expiration of six weeks from the date of the publication of this summons, to wit: on or before the 22nd day of December, 1905, and if you fail to do so, the plaintiff may proceed to judgment and execution against you in the sum of \$1000.00, and the costs of this suit, and the date of the first publication is the 9th day of November, 1905, and the date of the last publication is the 15th day of December, 1905. CLAUDE STEPHAN, Attorney for Plaintiff.

EXECUTRIX NOTICE. Notice is hereby given that the undersigned has been appointed by the county court of Wasco county, state of Oregon, executrix of the last will of James Garham, deceased. All persons having claims against said estate are hereby notified to present the same, duly verified, to me at the office of A. A. Jayne, in the city of Hood River, Wasco county, Oregon, within six months from the date of this notice. MARGUERITE GARHAM, Executrix. Dated Nov. 9, 1905. 1905

THE FALL OF MAN. East African Natives Have a Legend That Tells the Story. Among the Massai, a native tribe in German East Africa, is found the following story of the creation, which, according to Dr. Emil Reich, they could not have got from missionaries. Dr. Reich thinks that the Christian, Massai and Babylonian accounts had a common origin in Arabia: "In the beginning the earth was a waste and barren wilderness in which there dwelt a dragon alone. Then God came down from heaven, fought with the dragon and vanquished it. From the dragon's blood, which was water, the barren rock wilderness was made fertile, and the spot where the struggle between God and the dragon took place became paradise. Thereafter God created all things—sun, moon, stars, plants and beasts and finally two human beings. The man was sent down from heaven and was called Maitumbe, and the woman, Naitergorob, sprang from the bosom of the earth.

"God led them into paradise, where they lived an untroubled existence. Of all the fruits therein they might eat by God's permission; of one tree alone they might not taste. Often God came down to see them, when he climbed down a ladder from heaven. But one day he was unable for a long time to find them, but finally discovered them crouching among the bushes. On being asked the meaning of his conduct Maitumbe replied that they were ashamed because they had eaten of the forbidden fruit. Naitergorob gave me of the fruit," he said, "and persuaded me to eat it after she had eaten of it herself."

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