

ANNUAL MEETING
APPLE GROWERS

(Continued from Page 1)

am sure I could convince the most skeptical.

Although I have only been a resident of our famous Hood River Valley for three years, my position has kept me in constant touch with the old timers from whom I have learned much of the past history. While I do not purpose to go back to the time when Mt. Hood was a hole in the ground, I do want to refer to the condition in 1903, the year before the Hood River Apple Grower's Union was organized; just to mention a few things as they were then.

Our best apples, the Spitzenbergs, were sold at 85 cents per box, and let me tell you that every year in eastern markets like New York and Boston apples were actually higher priced than in the following year, 1903, when our Spitzenbergs sold at \$2.00 per box f. o. b. Hood River. This certainly should be very convincing evidence. In 1902 without a Union, 85 cents per box, and this price can be corroborated by growers I see in the audience who sold at this figure. The first year the Union was organized our Spitzenbergs sold at \$2.00 per box f. o. b. Hood River in 1904 at \$1.00 and in 1905 at \$2.00.

I do not believe many of you fully realize what your Union is doing for you personally and the valley in general. Formerly we paid 11 cts. for apple boxes. Last year you were supplied at 8 1/2 cts. which meant a saving to you of \$2500. Strawberry crates cost 10 cts. but last year, through the efforts of Union men, 100,000 crates were supplied at 13 cts., making a saving to the strawberry growers of \$3000. Your wrapping paper for apples was supplied by your Union, saving you nearly \$1000 more, and this year your spray material will cost you 3 cts. per pound less through the efforts of your Union, another saving of nearly \$1000, and let me tell you if your Union had not taken up the spray material it would have cost you probably just the same as last year, 15, 17 and 18 cts. per pound, in fact any price dealers might see fit to ask.

The best Unions all over the country are supplying their members with spraying material, paper, boxes, etc., and it is customary to add 10 to 20 per cent to the cost to cover the expenses of handling the same. Where this per cent is added, if it shows a profit the grower is benefited just the same for it helps to make the market for handling apples just that much less per box. Let me sum up this saving for you, per year.

\$2500 on strawberry crates
\$2500 on apple boxes
\$1000 on paper
\$1000 on spray
Total \$7500 per year actually saved the fruit growers on materials they use, and by whom—by yourselves, who are members of your associations. Just one year's experience of the Hood River Apple Grower's Union convinces the board of directors and the present management that radical measures had to be taken, for the business was not paying at 1903 and 1904 prices.

Before making changes, it was necessary to thoroughly understand every feature of the business and familiarize ourselves with every market, consequently the board of directors, acting on my advice, authorized the manager to visit every Eastern market where we could lay our berries in good condition. As a result of the information gained upon that trip and the improved methods used, the strawberry growers netted 30 cts. more per crate on 108,000 crates, which meant a net profit of just \$32,000 more in 1905 to be divided among about 200 growers, or an average of about \$162 more net profit to each strawberry grower.

I speak of this because I wish to highlight the importance of the Apple Union sending its manager to investigate Eastern markets, as European in the end, to get acquainted with the trade and learn how to sell the highest prices, and let me say the day is not far distant when this Union will send its manager to Europe.

Your present board and the management have worked exceedingly to get the information possible along this line and when I took charge of your business we had just one firm on the Apple Grower's Union books, outside of Oregon, just one address, Lindsay & Co. of Helena, Montana. Today we have on our books the biggest apple buyers in America and the address, financial standing and detailed reports on every fruit buyer or firm on the American continent.

We are in regular correspondence with over 75 of the principal European apple firms and a little later I will read you a few extracts from their letters.

There are but few of you who are in a position to be sufficiently familiar with affairs to realize how much work all this has taken and few can comprehend how difficult it was to secure all this information. It was not easy to obtain the names and get correspondence with the European firms, the very ones whom the American firms we sell to do business with. Our New York buyers were reticent and English firms conservative, but your Board of Directors have backed up the manager right here, I never acted with a more honorable, hard working board, for each one has given one half day once every week for over eight months without compensation. They are certainly entitled to a most enthusiastic vote of thanks for their good work, for in addition to their regular association work they have built your warehouse, costing \$3000, financing the deal, which is not an easy task. By the way they have raised the money and purchased a site for your own Union box factory, costing \$2500, which has been paid for, and they also have saved you \$2500 on apple boxes, \$1000 on spray material, and \$1000 on wrapping paper.

box, to be exact \$1.49 5/16. Compare this with one of the best associations in the famous Colorado district which shows a net saving of \$1.00 per box. It costs about 50 cents per box to grow apples, while it costs us \$1.00 per box profit or twice the profit per box in the Hood River valley that they receive in Colorado, and had our crop been 2-10 Next to us, the Spitzenbergs, as it will be in 1906, we would have averaged over \$2.00 per box, which means that the profit per box is just three times the profit per box in Hood River than there is in Colorado, and still gentlemen, it is all selling bearing orchards in Colorado at \$1000 to \$2000 per acre, and actually \$1000 to \$1500 in Colorado, as high as \$3000 per acre. I cannot help but remark I am glad I am an apple grower in the Hood River valley.

Nature has favored us with climate and soil and we growers are doing our part by producing a Newtown and Spitzenberg that for excellence in flavor, beautiful color, clearness of skin, keeping quality, freedom from bluish, cannot be equalled anywhere in the world.

And to my dear friends, the inspectors and packers, I want to express my sincerest thanks for their excellent work and to add, that this year they put up the most ideal pack in America, and to say furthermore, few extracts to be read later will prove the assertion.

However, I do not wish you to infer we are perfect. I am sure you can and I am positive you will, put up a better pack next year. One of the most important suggestions I have to offer on this subject is on uniformity. We can certainly do much towards putting up a pack that is more perfect in uniformity of size, and I want to tell you there is no one feature in good packing that will count for more. A decided improvement can be made by limiting the swell on top and bottom so that every box will come within the limit of an inch to an inch on top and bottom combined, and nothing effects the appearance of a box of apples more than too heavy a swell. Too much swell means that every apple on the top layer shows a bruise about the size of a 10 cent piece. Every box should be packed so every apple will be firm and at the same time never be in a position to be bruised either by the adjoining apple or the end, side or top of the box.

I want also to express a decided preference for the expanded pack wherever possible, for the reason that apples packed in this way are less apt to bruise in packing and on account of the cushion and distribution of pressure carrying with it less bruising. There are also two additional advantages in this pack, one for the grower as it requires a less quantity of apples to fill the box the other, for the buyer, for he receives them packed in this way with less bruising.

Let me tell you a few words about selling. All large apple buyers have a certain amount of trade for which they require a certain number of boxes and for which they engage the required space in the cold storage plant. Today the apple business is different from what it used to be. The reserve stock goes into cold storage and is taken out and sold as the trade demands it. Early in the season the buyers go to the locality which grows the choicest apples, to get in quota and if they are sold or the price is prohibitory he goes elsewhere and when these large responsible buyers have bought to meet their requirements they stop. I know this because buyers came here, we were sold out, they went elsewhere and bought. When they had purchased the required number of boxes they stopped buying.

These buyers are not particular as to where they buy, but they are particular as to the quality of the apples. They are men and men that buy in a strictly business proposition. The point I wish to bring to you is, the fact that if we were to sell our apples to the best prices we could get, we would be selling to the buyers who are all supplied. We cannot successfully be growers, sellers, buyers, exporters and speculators. Statistics show that the farmer who sells his grain at harvest time in the long run makes more money than the farmer who speculates.

At no time during the last year could we have disposed of our crop to a better advantage. Beautiful Spitzenbergs held until February netted back \$2.25. After deducting the cost of holding this length of time, you can readily see that the man who held realized less than the price we sold at. You are familiar with the fact that some of our growers secured better prices than union figures. The average price for fancy 4 tier Hood River Spitzenbergs in New York was \$4.00, some selling as low as \$3.25 and \$3.50, while just a few fancy 5's brought \$5. Still the average is what we must figure on and that was \$4, and I know where a lot of it speak because we are posted almost daily by letters from a number of different firms in New York. From \$4.00 deduct 50 cents freight, 10 cents commission and 10 cents shipping charges and that leaves \$3.00. I will pass this up with you further comment. Buying at \$3.00 and realizing \$3.00 is simply swapping jack knives. You know what you got in 1902. It is therefore up to you to maintain your union as a matter of self protection. It means life, and it is death without it. All districts are rapidly realizing this and unions are springing up by the hundreds all over the country and every week we receive requests for our by laws and constitution and advice about organizing and running an association. In some large districts there are many associations, one in each city of the district, each with its manager but all under one federation with one general manager. This is true of the Grand Junction Association of Colorado, the berry growing associations of Arkansas and Missouri, and also true of the berry growing association in North Carolina. The association idea is carried to such a state of perfection at Rocky Ford, Colorado, that the association not only limits the acreage of each grower but requires him to purchase his melon seed from the association. This was found to be the very plan of securing a planting of the very best melon seed. No other plan would prevent all the growers from planting some seed from culls, over-ripened and sicklers, which produce inferior melons. When growers see fit to cover themselves by such association restrictions you must admit that they necessarily appreciate very thoroughly the value and importance of an association. I say to you gentlemen, the association idea is mighty, it is right and right and might must prevail.

(Continued next week.)

Suffered for Five Years with Kidney and Liver Trouble.

"I suffered for five years with kidney and liver trouble, which caused severe pains across the back and a blinding headache. I had dyspepsia and was so constipated that I could not move my bowels without a cathartic. I was cured by Chamberlain's Stomach and Liver Tablets and have been well now for six months," says Mr. Arthur S. Strickland, of Chattanooga, Tenn. For sale by Kier and Case.

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Paints Glass Stewart's Stoves Crockery

New List of Real Estate Bargains

The Courtway building formerly occupied by the mercantile establishment of A. M. MacLeod and at the time of the fire by the Hisey restaurant, was destroyed by fire on Feb. 23, 1905. The frames did excellent work on Sunday morning, the main building, which is a complete loss. The insurance will amount to about one-half of this, being insured for \$850. The remainder is located for \$800. Mr. Hisey says his loss will be about \$500. L. B. Hisey, owner of the stock of confectionery and cigars, which were in the building, says he lost \$1000. The remainder of the building, most of it, is owned by the Hisey family. Mr. M. L. Taylor, who has been in the building, says he lost \$1000.

Doctors Are Puzzled.

The remarkable recovery of Kenneth McIver, of Vancouver, B. C., is the subject of much interest to the medical fraternity and a wide circle of friends. He says of his case: "Owing to severe inflammation of the throat and congestion of the lungs, three doctors gave me up to die, when, as a last resort, I was induced to try Dr. King's New Discovery and I am happy to say it saved my life." Cures the worst Coughs and Colds, Bronchitis, Tonsillitis, Weak Lungs, Hoarseness, and La Grippe. Guaranteed at Chas. N. Clarke's drug store. 50c and \$1.00. Trial bottle free.

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As I am about to take up a profession which necessitates my going East for some time, I have concluded to sell my two farms in Hood River Valley. I will sell 10, 20, 30 or 50 acres. This place has two houses, and can be divided. All close in. Also 40 acres near Mosier, with 10 acres bearing fruit. New house, chicken house, all fenced, good water. I will give good terms and long time.

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10 acres, all cleared ready for crop. Good house, barn, chicken yard and good water. Also 40 acres adjoining brush land, good place for goats or cows. Will take work for rent.

Land to trade for residence property in Hood River. 10, 20 or 50 acres. All good apple land. For particulars see H. M. ABBOT, At Millinery Store.

Let's get acquainted. Not in formal standoffish introductions, but with honest American freedom of speech. We are not kid-gloved, and we like the clasp of friendship and the straight look that gauges respect. We are here to sell clothes to you; but before we begin, we want to be friends. Our clothes are the best, but you must have faith in us before you have faith in our wares. Come in. You need not buy.



VOGT BROS. Hood River, Oregon

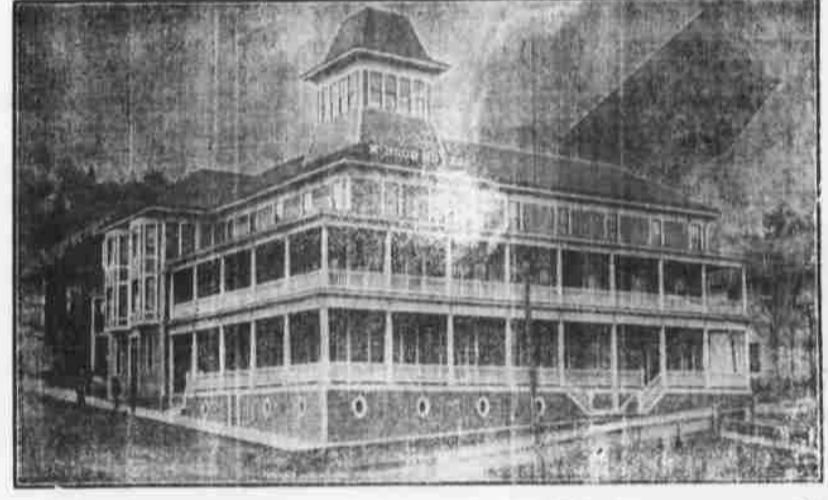
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