

**MANAGER SHEPARD'S  
ANNUAL REPORT**

(Continued from last week)

The more and better members we have, the stronger we are. The stronger and bigger we are the better our position to control the situation and secure the fancy prices our fancy apples should bring.

And again, the Union idea is not only right but it is approved by reliable men, and by the way that is the only kind of union we can do business with, realize that they can get in received better through the association than through the individuals or a number of private concerns for the reason that the Union not alone works to get good prices but to put up a good reliable pack, as good on the bottom and middle as it is on the top, to build up a reputation and maintain that reputation. Pride and reputation as well as price is the motto of every good association.

Again, time means money to big men. A buyer can come in and contract with our Union for any number of cars in a half day, go away feeling confident we will deliver as agreed. Naturally he prefers this agreement to spending a lot of time in contracting with a number of smaller concerns, which would necessarily be lacking in uniformity. In fact he realizes that not he but the Lord only would know what he would get.

But this is a progressing age. We are certainly top notchers but we cannot stand still because to cease to improve means to go back. Therefore, each year we must strive to grow more perfect fruit, better fruit, and to put up a better pack, a fancier package. I want to call your attention to a few suggestions for improvement. Devote a little time to the discussion of titling with your neighbors and do your work more thoroughly, more perfectly. In this way you can grow bigger Newtowns and Spitzenergs, bring the big ones that bring the fancy prices. Any fellow can grow the little ones. Be sure to care for the handling and packing and avoid bruising. Nothing mars the appearance of a box more than bruised apples, and nothing affects the price any more. To the packers I say, cut the words box bruises out of your vocabulary, wipe the words of box bruises off the map in Hood River. Every grower should have a nailing machine, packing tables, springs for his wagon, wagon covers and I would like to see every grower use field boxes, so that every box of apples that goes from the Hood River Apple Growers' Union will be absolutely spotless. Rich people who pay fancy prices do not want dirty boxes. If you buy a white shirt Sunday, pay the price, I believe you should be justified in kicking if it is not soiled enough to send to a laundry before wearing.

I should also very much like to see a nest label of some kind, for it certainly will add very much to the attractiveness and the preventing of obliteration by nail printed wrappers on the top layer only, thus saving one quarter of the expense. Managed More of the Grand Junction Association. In his report calls to mind another suggestion which I wish to offer and I desire to impress it upon you. I will explain fully the necessity. Our contracts last year were perfectly correct and proper but we used poor judgment in not fixing a time limit and taking an estimate earlier for this reason. During the past three years we have sold in August our Newtowns and Spitzenergs and this year many other varieties also early in the season, our plan being to sell when we get a satisfactory price, one that we know is high rather than speculate. There are many localities producing choice apples and the crops are not so diversified as districts that it is seldom you will find a buyer to take the whole out put. When a business firm comes to us to buy it is natural enough that he will want to contract for a definite quantity. If he takes the whole crop, we must contract an approximate quantity. Now if we are not signed and estimated, please tell me how you can expect your board of directors and managers to do business. We could well sign a contract that is not mutually binding and definite. We could not expect it. We have over 100 members. You can readily see that we are in no position to contract until they are signed up because we cannot specify a definite quantity. Suppose we are now signed up to buy 50 cars and the growers do not come in and get 100 cars, if the price goes up we have a law suit on hand if we do not deliver the quantity. Suppose on the other hand we contract 50 cars and are not all signed up and the price goes down and other members come in later, we cannot force the buyer to buy less than take the extra quantity. Therefore, I suggest your estimates to be taken in July and your contracts to be signed up at the same time and no member to be allowed to sign up after August first. It is fair to the buyer, it is just to everybody and I think you cannot help but see and admit it is absolutely necessary.

I am glad to say that I believe our growers now thoroughly understand grading and sorting and also appreciate the fact that only fancy apples bring fancy prices. The inspectors have had a hard job so far and are entitled to an easy time, therefore, I ask in their behalf as well as for your own good, that you grade your apples perfectly that the inspectors will have nothing to do but stand around with their hands in their pockets. When we arrive at the state of perfection the horse back inspectors will super intend the job instead of one to every grower.

I also would suggest that whenever a grower's circumstances will permit, he construct a suitable packing house. This is a very important suggestion for the reason that if a cold spell comes early, some of us would suffer badly with our apples in open sheds. You know we cannot pack everybody out in a minute even now, much less when some of our new acreage begins to come in. I want also to call your attention to a new ladder patented in Colorado, which can be seen at the office. It is the best fruit ladder I ever saw. Chris Grissom has the agent for it and if a sufficient number of orders can be secured in advance, he will have a bunch made up. Don't fail to come and see it.

Growers are to be commended for the preventative and eradication spray in being done to wipe out the San Jose scale.

The motion to change the by laws by increasing the number of directors is undoubtedly a good one and let me say that if every man in this valley could be a director for one year, if he ever had any doubt about the value of the union, just one term would settle it. Our strongest supporters of the union are those who have been and are now on the board of directors. I think that by increasing the number of directors and choosing one in each locality, the powers will have a better opportunity to learn of the great good the Hood River Apple Growers' Union is doing today.

There are four varieties of apples which every year cause more or less trouble on account of condition on arrival, namely, Lawlers, Baldwins, Black Twigs and Stark's, and personally I sincerely hope the quantity will not increase. Let their shadows grow less.

The union label should never go on a box of fruit that is not fancy. I am also inclined to believe that Hood River valley never shipped a box of culls or a box of 5-tier, we would be better off in that respect, no necessity for it. If you give your orchard the care and culture you won't have them to ship. If you do, feed them to the hogs or send them to the evaporator or vinegar factory. It is not fancy fruit that pulls down the price, but culls, small fruit and ordinary varieties.

The Grand Junction Association advises dropping out small peaches 108 to the box. Let us drop out the 5-tier by either not growing them or not shipping them. A man who buys a box of apples, peaches or pears don't want a box of marbles.

Speaking of the Grand Junction Association, etc., to bind one point I wish to speak of. We have tried to pay expenses on five cents per box. Upon investigation I find that nearly all associations are compelled to charge from seven to eight cents per box on apples or the equivalent in percentage. Our Hood River Fruit Growers' Union has found from 10 years experience that the actual cost of marketing a

rate of berries is 10 cents. I would suggest, you charge five cents per box on apples selling for \$1.00 or less, \$1.50 cents for apples selling at over \$1.00 up to \$1.50 and 10 cents on all boxes selling at more than \$1.50 per box, which means an average of about 7½ cents per box. These charges would afford sufficient revenue to enable the Union to properly maintain itself; however, you can secure the same revenue by a five per cent charge on valuation.

I can see no reason why any one should not willingly and cheerfully pay it for the reason that the union adds value to the price on Spitzenergs from \$1.00 up to \$2.00, and it also insures you a good market. I have received better through the association than through the individuals or a number of private concerns for the reason that the Union not alone works to get good prices but to put up a good reliable pack, as good on the bottom and middle as it is on the top, to build up a reputation and maintain that reputation. Pride and reputation as well as price is the motto of every good association.

I refer once more to the Grand Junction Association, the largest one in Colorado, and by the way the most ably managed of any association that I know of, and quote from the manager's report as follows:

"We collected some of our apples sometime before the shipping season has opened, at what we believed a good price, but about the time of shipments the markets had advanced very materially; but I am glad to state that while all of our members knew of this, nearly all delivered their fruit without a question. Those who did, I can only say they were loyal and did what in my judgment was their duty. Those who did not I have only contemplated, and for this reason have recommended to your board of directors having every member who does business with us sign a contract before the season begins to deliver all his fruit.

Managed More of the Grand Junction Association. In his report calls to mind another suggestion which I

**Are You Tired, Nervous  
and Sleepless?**

Nervousness and sleeplessness are usually due to the fact that the nerves are not fed on properly nourishing blood; they are starved nerves. Dr. Pierce's Golden Medical Discovery makes pure, rich blood and thereby all the nerves of the body are run as smoothly as machinery which runs in oil. In this way you feel clean, strong and strenuous—this you are good for a week, a month or more. By the way, all the strength and increase in vitality and health are lasting.

The trouble with most tonics and medicines which have a large, booming sale for a short time is that they are largely composed of alcohol held in a solution. This alcohol shrinks up the red blood corpuscles, and in the long run greatly injures the system. One may feel exhilarated and better for the time being, yet in the end will be worse off than increased.

Dr. Pierce's Golden Medical Discovery contains no alcohol. Every bottle of it bears upon its wrapper "The Budge of Honesty," in full list of all its several ingredients. For a druggist to offer anything but this is just as good as to insult your intelligence.

Every ingredient entering into the world-famed "Golden Medical Discovery" has the unanimous approval and endorsement of the leading medical authorities of all the schools of medicine. No other medicine sold through druggists for like purposes has any such endorsement.

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Dr. Pierce's Pleasant Pilets cure constipation, biliousness and headache.

River stock yet the fact remains that it does not possess the long keeping qualities with the result, that the element of the trade, who buy this fruit with the expectation that they can depend on it for long keeping purposes, will be very much disappointed, with the result that the reputation of the genuine Hood River will surely be much affected."

But where you have Hood River apples which we say are finer than any that come from any place we ever heard of and are therefore in a class by themselves, and where you people, to a very great extent anyway, are up to the times, we say the middle men should be cut out and you should go to the extremes and get just as near to the actual consumer of your apples as you possibly can."

In conclusion, fellow fruit growers, permit me to say that I sincerely hope you will give us an insight into the object of your fruit growing work it has accomplished, the good that it is doing and will continue to do, in a way that is so convincing that every one of you will recognize your duty to yourself and your neighbor and not only join heart and soul in the good work, but labor with untiring energy until every fruit grower in Hood River is a member. United we stand, divided we fall. In union there is strength.

Arrival and Departure of Mails.

**HOOD RIVER.**  
The postoffice is open daily between 8 a.m. and 7 p.m. Subs. from 12 to 1 o'clock. Mails for the East close at 11:30 a.m., 3:30 p.m. and 9 p.m. for the West, at 2:30 a.m. and 9 p.m. and 12 m. for the South, at 12 m. and 3 p.m. Leaves the post-office at 8:30 a.m. Mail leaves for Mt. Hood, daily at 12 m.; arrives 10:30 a.m.

For Underwood, Wash., daily except Sunday, at 11 a.m., arrives at 11 a.m.

For White Salmon, Wash., daily at 12 m.; arrives at 12 m.

For Bingen, daily at 4:45 p.m.; arrives at 8:30 p.m.

**O. R. & N. TIME TABLE.**

East bound—  
No. 2 Chicago Special, 11:40 a.m.  
No. 4 Spokane Flyer, 8:35 p.m.  
No. 6 Mail and Express, 12:15 p.m.  
No. 22 Fast Freight, 4:55 p.m.  
West bound—  
No. 1 Portland Special, 2:50 p.m.  
No. 3 Portland Flyer, 6:35 a.m.  
No. 25 Mail and Express, 4:45 a.m.  
No. 25 Way Freight, 8:25 a.m.  
No. 25 Fast Freight, 1:30 p.m.

**O. R. & N. TIME TABLE.**

No. 2 Chicago Special, 11:40 a.m.  
No. 4 Spokane Flyer, 8:35 p.m.  
No. 6 Mail and Express, 12:15 p.m.  
No. 22 Fast Freight, 4:55 p.m.

Through Pullman standards and tourist sleeping cars daily to Omaha, Chicago, Spokane, tourist sleeping cars daily to Kansas City; through Pullman tourist sleeping car daily to Milwaukee, weekly to Chicago, Pullman standard and tourist sleeping car daily to St. Paul, Minn., and weekly to Milwaukee.

For Glenwood, Fults and Gilmer, Wash., daily at 7:30 a.m.; arrives at 8 p.m.

For Pine Flat and Snowdon, Wash., at 1 p.m.

Tuesday, Thursday and Saturdays; arrives same day.

For Bingen, daily at 4:45 p.m.; arrives at 8:30 p.m.

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PHONE 51.

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Hardware Graniteware  
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FOR ASTORIA and P. M. 5:00 P. M. way points connecting Daily except Sunday.  
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FOR SEASIDE, 12 m. to 12 m. except Sunday.  
FOR HAZEL, Ast street (Saturday)  
FOR PORTLAND, 12 m. to 12 m. except Sunday.  
FOR DAYTON, Oregon City and Yamhill River daily except Sunday.  
FOR IDAHO, and way points, from Riparia, Wash., 12 m. to 12 m. except Sunday.  
Passenger Depot—Hours for delivery of express and baggage will be 8 a.m. till 6 p.m.

OFFICE HOURS  
Freight House—8 a.m. to 12 noon; 1 to 5 p.m.  
No freight received or delivered after 5 p.m.

Passenger Depot—Hours for delivery of express and baggage will be 8 a.m. till 6 p.m.

From New York—"All your cars that we bought from you have been very satisfactory and everybody speaks highly of your pack."

"While some of this fruit showed up to all appearances as good as Hood