

The Hood River Courier.

VOL. XXIII

HOOD RIVER, OREGON, THURSDAY, NOVEMBER 30, 1911

NO. 27

The JEWELRY QUESTION?

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This one of the few good uncleared tracts left in the Lower Valley. TERMS EASY.

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STORAGE PROBLEM FACES THE VALLEY

SPROAT GIVES APPLE STATISTICS

Next Year's Crop Will Go Beyond a Million—Local Storage Capacity Should Be Increased 500,000 Boxes.

Realizing that the storage problem is at present one of the greatest confronting the Hood River Valley apple growers, a representative of the Glacier interviewed C. H. Sproat, manager of the Apple Growers' Union relative to the need of increased storage facilities. At the request of the Glacier Mr. Sproat has submitted the following communication to the Valley orchardists:

"Every indication points to a crop of apples in Hood River Valley of at least one million boxes for the season of 1912, and it would not surprise us if the crop should reach a million and a quarter boxes. It will be remembered that in 1910 growers were obliged to stop drawing their apples for two reasons; first that the Union had no surplus warehouse room, and second, the shortage of cars prevented the continual loading out of apples, with the result that whenever notice was sent out that we had a little warehouse space vacant and could take in apples, that immediately growers would draw and block the streets of the City and in many sections seeking a market, so that their loads delivered until midnight. With twice the crop in sight for the season of 1912 that there was in 1910, with the present very limited warehouse capacity, and probable shortage of cars which will naturally exist because of the very large crop of apples which the railroads will be requested to handle in all sections of the Northwest during next season, the growers of Hood River Valley will be faced with a very grave and serious problem.

"The basis of the prosperity of the entire Hood River Valley is based on the money returns of its apple crop. The scenery and climate are unsurpassed, but people cannot live on scenery and climate alone.

"Presuming that next season there will be a crop of 1,200,000 boxes of apples; also presuming that there will be very little shipping done prior to October 1st, then in order to move the crop of apples in 60 days, not counting Sundays, extending over a period from October 1st to December 10th, it will require the moving of 20,000 boxes of apples or 20 cars daily, which is a physical impossibility with the present shipping facilities, even presuming that 20 cars daily would be received from the Railroad Company for loading purposes, which in a very brief suspension judging from last year's experience.

"It must be remembered there will possibly be a crop in the box apple sections west of the Rocky Mountains of 20,000 cars of apples or about 12,000,000 boxes, which if moved in 60 days from October 1st will mean that 20,000 boxes or 200 cars of apples must be loaded out daily from the several growing sections seeking a market, so that a scarcity of refrigerator cars is very probable.

"Aside from the Newtown Pippins, the bulk of our crop is of such a nature that it should be moved out of the Valley into trade channels, or else placed in cold storage immediately after picking to avoid deterioration in the keeping in quality of the apples. To force the sale of so large a quantity of apples in so short a time means that the market must have a price low enough to move quickly. It is a self evident truth that better prices will be obtained if the marketing period can be prolonged throughout the winter into the Spring months, rather than force the sale and delivery of the apples in a short period of 60 days from October 1st. Therefore the only other thing to be done is to store the apples and if there is not storage at home, storage must be had in the East.

"The burden of Eastern storage charges must be borne by the growers and this is no light burden. It will average 15 cents a box. Eastern storage is expensive. The Union paid approximately \$15,000 as storage charges on apples which were forced out of Hood River in 1910 because of our lack of home storage, the burden of which was charged back against the growers. The Union paid the increase of home storage facilities our demands for Eastern storage will be greatly increased, and with the increased demand there will also be a proportionate increase of storage charges. Therefore, rather than force Eastern storage bids fair to a great burden upon our growers.

"While Storage in Transit rates are available for the future; a handicap of five cents per box is taxed against the storage of apples which is billed for 'storage in transit.' In other words, for the PRIVILEGE alone of storing in transit a charge of five cents per box is made before the apples are even put into storage and one and one-half cents per box added for switching charges, making a total tax on every box of apples shipped 'storage in transit' of six and one-half cents per box, and the regular rate of five cents per month or fraction thereof must still be paid to the storage warehouse companies. In addition to this charge for 'storage in transit' privilege, the storage warehouse companies require shippers to specifically engage the required space only in the season, and if said space is contracted for by the shipper, payment of same is required by the warehouse companies for a definite period whether the space is used or not, otherwise the shipper must take his chances of getting said space at time of shipment. Not only this, but the freight must be paid by the shipper, or if arrangements are satisfactorily made between the shipper and the storage companies for the freight at the storage points, the shipper will be required to pay interest on the money advanced for said freight.

"There are many other serious features which will confront the growers of this valley the coming season, presuming that our crop is as large as we expect. Very few of the growers have any storage capacity at their homes. Many of them place their apples immediately after shipping in open sheds which are simply built to keep the rain from falling on their apples. The warm sunshine of the fall is even permitted in many instan-

ces to fall full upon the apples in the sheds. Under such conditions apples will not keep and the result is that when the apples are packed out and shipped after having been held very long under such conditions, they arrive in an overripe condition at destination, with the natural result that the consignee finds them overripe, rejects the car and calls for a discount, and the shipper must grant the discount or divert the car to some other market for sale on consignment, with the probability that he will not realize as much as though he granted the discount required by the original consignee. We have had such experiences to contend with in the last two seasons.

"Another very important factor may appear upon the scene, namely, freezing weather early in November. What has happened in the past may happen again. It has been zero weather in Hood River early in November in years gone by. If such cold weather conditions should occur with the apples unprotected, as a large bulk of them will be, the loss will simply be enormous, and not only will it be a great direct loss in money returns to the Valley, but what will be the effect on the reputation of our Valley to have it known to the outside world that a large part of our apples were frozen while still in the hands of the growers. This may not happen, and yet it may.

"Therefore, it is plain that Hood River Valley should have proper cold storage facilities for storing at least from 300,000 to 500,000 boxes of apples, and the great question of the hour is, how can the money be raised for the providing of such facilities? It is a subject which the Union members should take up for consideration and some conclusion should be arrived at to what means can be adopted to finance the proposition.

"To summarize, the necessity for increased cold storage warehouse room in Hood River Valley is the most important question which concerns the growers of this locality. The 'great secret' of success in the future apple business of this Valley is to be prepared for emergencies of all kinds and either there must be a large increase made in our present storage facilities by the Union, or by private parties, or by the growers themselves at their homes, or there is a possibility that even with a very large crop of apples in 1912, the money returns will not be at all satisfactory."

PACIFIC CO. BEGINS FREEZE OUT METHODS

The Pacific Power & Light Co. at Monday night's meeting of the city council confirmed the surmise that the Hood River Gas & Electric Co., recently incorporated with a capital stock of \$100,000, was a subsidiary concern of the larger company for the purpose of combating the Hydro Electric Co., which several months ago began the construction of its plant at Tucker's bridge and which made offers of electric energy to the local consumers at the prohibitive rates. The announcement of Monday evening contained an announcement that by February 1 the local holdings of the Pacific Power & Light Co., would be transferred to the Hood River Gas & Electric Co., and that it was then possible to furnish the city lights at a greatly reduced price. Indeed the schedule offered by them exceeded the cut made by the Hydro Electric Co., and reduced about a third the present rates charged by the Pacific Company.

It is clear to the citizenship of the city and county, indeed, the Pacific Co., which was represented here Monday evening, by Vice President Grenier and attorneys, seeks to draw no curtains around its action, that such an action has been taken to freeze out the Hydro Electric Co. Such are the usual octopus-like tactics of the corporation seeking monopolistic control and to the competition. The installation of the Hydro Electric Company's plant here and an offer to furnish light and power at a reasonable figure was a severe stab at the profitable basis on which the Pacific Company has been operating.

However, the Pacific Company has fired its opening volley too late. The council has made efforts in the past to get some definite statement from its management on street lighting. But at that time there was no competing company and the old heavy charges that have prevented the streets of the town from being properly lighted were kept in force. After the Hydro Electric Co. has made an offer which the council accepted, practically cutting in half the old rates, the Pacific Company makes an announcement that a newly formed company, which will buy the plant, will give cheaper rates than the Hydro Company offers. The city council, however, has considered favorably the offer of the Hydro Electric Co., and the contract with them will be signed.

Indeed, the citizens of the city are unanimously supporting the new company. By the recent action of an increase in rates the Pacific Co. so angered many of its patrons that they declare that they will not take light from them free of charge if it can be procured from other sources.

School Tax Levy is Six Mills.

At a special meeting Tuesday afternoon of the voters of the city school district it was decided to make a six mill tax levy to cover the expenses of operating the city schools next year. The estimated cost of which was placed at \$27,425, in the following items: teachers, \$18,500; fuel and supplies, \$1,500; janitors, \$1,800; repairs, \$2,000; incidentals, \$500; interest, \$2,365; insurance, \$400; clerk, \$200; light and power, \$400.

It is figured that the balance of the school funds on March 1 of next year will be \$3,500, a fund of \$700 will be derived from tuition, \$6,000 from county fund and \$1,500 from state fund, the total of which will be \$11,700, leaving \$15,725 to be raised by tax levy. A number of the voters desired a seven mill levy. However, the six mill vote prevailed, those supporting it declaring that it would be better to borrow the money, if more were needed, than to have funds lying idle for the nine months.

The total valuation of property in the district is \$2,099,348.

The Golden Girl, which is playing this week in Portland at the Bungalow theatre, was here Friday and Saturday evening at the Monroe. The company, which is composed of talented players, delighted large audiences here each night.

GROWERS DISCUSS LOWER GRADES

PROBLEM BEFORE FELLOWSHIP MEN

Prof. Lawrence Tells Fellowship Work—Valley Will Have New Weather Stations and Topographical Survey.

The problem of profitably handling lower grade apples was the important topic before the members of the Hood River Fellowship Association, which was addressed by Prof. C. I. Lewis, of the Oregon Agricultural College, Saturday afternoon at the rooms of the Commercial Club.

The horticulturist spoke in part as follows: "As fruit growers, you are naturally anxious for high prices. The higher the price per box, of course, the greater your profits, yet if the fruit industry is to truly prosper, we must have increased consumption. The consumption of the fruit is just as important an item in the selling of the fruit. There is absolutely no doubt at the present time that the consumption of certain fruit, like apples for example, is entirely too low and probably the increase in the consumption of citrus fruit is greater than that of many of our deciduous fruits.

"One of the problems for you to solve is to be able to sell your fruit at a sufficient profit to pay you well for your investment and at the same time put that fruit in the market at such a price that it can be consumed. It is relatively easy to get high prices for high class fruit. It is harder to get satisfactory prices for the lower grades of fruit. The competition for the lower grades of fruit is much keener than that of the fancy grades.

"The prices for fancy apples in boxes is much greater than that ever received in such packages as barrels. On the other hand a perusal of many of our market reports shows that the lower grades when boxed, often do not average a bit higher than the same grade of fruit in barrels and yet the cost in putting up in boxes is probably considerably higher. It certainly pays to spend money on first class fruit. There is a possibility, however, that we may be making mistakes when we extend much capital on the lower grades. It costs just as much to ship them and in many cases costs just as much to handle them in our orchards and packing houses. Should we suggest a lower freight rate for the lower grades of fruit to our railroads? At first thought this would seem to be a remedy out of our difficulty. The railroads, however, probably would not gladly welcome the opening of such a question and perhaps it would be unwise on our part since it might make it necessary to charge an even higher rate at present for the better grades in order that the railroads could handle the lower grades at a profit. The question would immediately arise also to the limitation of the grades for the different rates and the determination of such grades. Undoubtedly better distribution will go a long way to help solve the questions concerning the profits realized from our lower grades. To get the best distribution we not only need good cooperation among the fruit districts of the Pacific coast, but a closer and more friendly cooperation in price between all fruit producing districts of the United States.

"Are we putting too much dependence on what the Panama Canal can do for us? It undoubtedly will be a great factor in distribution, especially for European markets. We may be disappointed, however, in the results of the opening of this canal on our American apple trade. Many of the growers will have local freight rates on the Railroad to pay not only at the point of production but at the point of final distribution. It also will depend on the rates the steamships can offer and the possibility of securing steamers that are equipped for handling the fruit trade through tropical waters. We must not sit down and wait for the Panama Canal to be opened. One question that confronts us, can we eradicate some of our lower grades and especially the cull? Undoubtedly this can be done in many occasions but there is grave doubt as to whether this can really be done in many of our orchards especially with increased production. At times a scarcity of help may play an important part in the percentage of culls. The size and management of the orchard and climatic conditions must all be considered.

The chances are that the percentage of culls will increase rather than diminish as our crop increases in bulk. We should establish at an early date plants for handling by-products. Probably if we wait for private capital to establish plants it is very difficult in most cases we could handle the culls at a profit. Fruit Growers' Associations should immediately take up the matter for the installation of vinegar factories, canning plants and evaporating establishments.

"We should be shipping out trainloads and shiploads of high grade vinegar, jellies, jams, canned apples and evaporated fruits. Many communities will make the serious blunder of making these plants too expensive. Elaborate machinery will be installed, machinery that is not necessary which ties up capital and the result will be that many of the plants will prove failures. In some of our sections pruned dryers and hop dryers can be easily made to handle the dried fruits. One large orchard on the Pacific coast made a handsome profit on their cull apples last year by drying them in a hop dryer. The expense of changing the dryer and the addition of certain implements was very small. By using proper precaution in establishing by-product factories and by hiring men who understand the business, we will be able to manufacture our culls into products that we can dispose of at a handsome profit.

We must strain every nerve to reduce the cost of production. This means better packing houses, more carefully planned orchards, better book-keeping, which means the careful recording of actual costs and closer study of the proper division of labor. It is a fact that few of us today know the real cost of production, especially when this refers to single items of cost, such as the cost of pruning, spraying, thinning, cultivation, packing, etc. If possible we must reduce the cost of the package and packing of the lower grades. This will, perhaps, mean some experimenting on our part. One of

(Continued on Page Two)

For Sale by Owner

200 acres, 60 acres cleared, 11 acres planted, balance unimproved. Price cheap and easy terms.

J. P. Thomsen

R. F. D. No. 1 box 69 Phone 296 Odell

LOOK INTO THIS

Five and one-half acres, one mile from town on Tucker road; one acre full bearing commercial varieties; four acres in five and six-year-old (next spring) Newtown and Spitzenburgs, Bing cherries, Anjou pears, blackberries, raspberries, peaches and plums; one acre in strawberries; one-half acre in alfalfa; excellent view; new outbuildings and remodeled six-room cottage with running water; south slope. Early fruit brings high prices. Interesting figure for all cash. Terms if necessary. Owner lives in the east and must sell. Phone Eugene G. Rexford, 190-K, if interested.

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I have about 1,000 acres of No. 1 Apple Land, most of it under ditch at prices ranging from \$60 per acre up. In tracts from ten acres up.

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Hood River, Oregon

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Without Investigating

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COMMERCIAL CLUB OF MOSIER

MOSIER, OREGON. Six Miles East of Hood River, Oregon

BARGAINS IN LAND

I have a splendid tract of 81 acres of raw land in the Underwood section of Skamania County, Washington, just across the river from the Hood River Valley, that I will sell entire or in 20 acre tracts. One of the twenties has ten acres set to orchard and three acres in strawberries and other small fruits.

Terms on all. As first payment on one of the undeveloped twenties will take wagon and team.

I also have 180 acres of fine raw hay land 9 miles from Weiser, Idaho. Will be under ditch in 1912; 100 acres fenced; 2 1/2 miles from railroad station.

Write or call on

C. L. KIRKPATRICK,

Hood River, Ore., or Underwood, Wash.

FOR SALE

Having no present use for the following articles we offer them for sale very cheap, for cash or short time note:

- One Tubular Axle Millwright Wagon, wide track, with double box and seat, half truck wheels with 2-in. tire. In good condition and practically new, \$80.00.
- One set double Crank Bo/ster, springs 1,500 pounds weight, \$50.00.
- One 1 1/2 in. Velle two-seated canopy top side spring Wagon with storm curtains and pole, \$80.00.
- One set of Chain Harness with breeching, new, \$20.00.
- One heavy single express wagon Harness, but little used, \$15.00.
- One set Studebaker medium Bobbeds, \$30.00.
- One No. 2 Faultless Stump Puller with 100-ft cable, extra 20-ft. choker, steel grub hooks, \$90.00.
- Puller has cleared but 20 acres.
- One 2-horsepower International Harvester Co. air cooled gasoline Engine, good as new, \$75.00.
- One new Saddle and Brille, \$18.00.
- One 216-egg Peep-Day incubator, \$12.00.
- Five 10-chick St. Helens outdoor Brooders, \$10.00 each.
- One 100-chick St. Helens indoor Brooder, \$6.00.
- One 100-chick Petaluma indoor Brooder, \$4.00.

Kellogg & Marquis

R. D. No. 3 Phone 3253-M

Mr. Fruit Grower!

If you are contemplating increasing the size of your orchard you should be careful in the selection of your trees, for without the proper type of trees to start with, you cannot hope for the success you deserve.

The True-to-Name Nursery has furnished the larger portion of the trees for the most profitable orchards of Hood River, the orchards that have in later years produced the prize winners were from trees grown by the True-to-Name Nursery, including the prize winning car of Yellow Newtowns at the National Apple Show at Spokane. The trees that we have to offer are not "pedigreed" nor "thoroughbred," but are of the type that have produced results that speak for themselves. Our years of practical experience in the nursery business is a safeguard against mistakes and should be a sufficient recommendation to merit your confidence.

It will pay you to examine our stock or write us before placing your order. Address all communications to

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The Rexall Store

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