

Hood River Glacier

ARTHUR D. MOE, Publisher.

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COMMERCIAL CLUB SUBSCRIPTION

However sincere any man may be... the public fund when considered by the county court, when that body held its budget meeting in December...

GOVERNMENTAL ECONOMY

It appears from the manner in which they have begun their labors that the Oregon state legislature will make a record for economy.

The signs are gratifying ones. Almost every state government has been extravagant, not only in conducting its business, but in the laws passed and appropriations made.

MORE BARNS

Among the items of the Oak Grove correspondent this week appears the news that a number of the residents of that section are increasing their activities in diversified farming.

The home consumption of apples has saved the day this year for fruit growers. The European war has not caused a decrease in foreign shipments.

The Columbia highway and the Celilo canal will be completed and opened about the same time. Why not celebrate the events jointly?

Billy Sunday Warns Diplomats

Evangelist Billy Sunday invaded Washington, D. C., Monday. He called at the White House and addressed an audience of 15,000 people.

Sunday was a trifle hoarse, but he spoke for an hour with tremendous energy. He declared that he believed he "would not have to leave the capitol limits of Washington to find people who would vote to crucify Jesus Christ if he walked up Pennsylvania avenue today."

"Christ is already in Washington," he asserted. "He sees every day. Vote that you cast here or that is cast in your constituencies. His judgment of you or me is not based on what he reads in the Congressional record."

COMMERCIAL CLUB COLLECTING FUND

Members of the Commercial club are meeting with success in the collection of a fund to conduct the publicity campaign at the San Francisco exposition. When the publicity fund was clipped by the county court, it became necessary for the club not only to raise by the subscription the amount promised to be used in supplementing the court fund, but also the \$700 deficit made by the court's clipping of the budget.

METROPOLITAN PAPER TELLS OF SKOOKUM

The origin of Skookum goes back to the language of the American Indian. It is the northwestern red man's word for the expression of his elation. It corresponds to our great, fine or bully. It is copyrighted by the Northwestern Paper Exchange, Portland, Ore., to protect a specially selected fruit. Of course, Skookum apples have only recently become known in England, but apples have been grown in England since the Conquest and probably before the Saxon invasion.

New Books at Library

- Ethics: Reely—World Peace. Sociology: Autobiography of a Happy Woman. Bullock—Compulsory Insurance. Bullock—Trade Unions. Fanning—Conservation of Natural Resources. Hildret—Clay Molding in the School Room. Holton & Robbins—Industrial Work for the Public Schools. Morgan—Free Trade and Protection. Robbins—Open vs. Closed Shop. Robbins—Reciprocity. Roberts—Club Woman's Handy Book. Shurtz & Taylor—Both Sides of 100 Public Questions. Zoology: Roberts—Children of the Wild. Useful Arts: Bolton—Exercises for Women. Delano—American Red Cross Text Book. Gifford—Needlework. James—Chafing Dish. Camp Fire Girls—Book of the Camp Fire Girls. Curtis—Play and Recreation for the Open Country. Farwell—Village Improvement. Kieckhefer—Home Art Book of Fancy Stitchery. Kieckhefer—Home Art Crochet Book. Literature: Andrews—Drama of Today. Blackstone—New Pieces That Will Take Prizes. Chase & French—Waes Hael—Book of Toasts. Clark—Continental Drama of Today. Hitch—The Climber. Galsworthy—Plays. Merington—Cranford. A Play. Merington—Vicar of Wakefield. A Play. One Hundred Choice Selections. Biography: Harrie—Margaret Ogilvy. Moses—Dickens and His Girl Heroines. History: Griffis—Belgium; Land of Art. James—Old Franciscan Missions of California. Schurman—Balkan War, 1913-1912. Fiction: Harrie—Peter and Wendy. Cameron—Involuntary Chaperon. Chambers—Hidden Children. Chesterton—Innocence of Farmer Brown. Hutchison—Clean Heart. Llewellyn—Deephaven. Reed—Spinner in the Sun. Yonge—Chaplet of Pearls. Forest Notes: Lodgepole pine, one of the principal trees of the Rocky mountains makes good strong wrapping paper and pulp board. Osage orange wood is a source of dye and can be used to supplement the imported fustic wood, as a permanent yellow for textiles. News print paper has been made by the forest service laboratory from 21 different woods, and a number compare favorably with standard spruce pulp paper. The forest service is cooperating with 54 railroads, mining companies, pole companies and cities in making tests of wooden ties, timbers, poles, piling, and paving blocks which have been given preservative treatments. Recent sales by the government totaling 125,000,000 feet of sawtimber in the Olympic national forest. As the assembling arose to hear the preacher's final prayer he thanked God for "a president in the White House who bows his knee in submission to God." The president was invited to the meeting, but was unable to attend. His daughter, Margaret Wilson, and Miss Helen Jones, the president's cousin, were present.

PUBLICATION GIVES APPLE MEN ADVICE

(From the Packer.) What's the matter with apples? What's the matter with the big apple associations that returned such fancy prices to the growers on last year's short crop? What's the matter with apple holders who are making a great effort to broaden the demand for the large holdings of fancy quality stock now in storage? Last year when stocks were short and the demand good there was no trouble to sell apples and the growers were tickled over the prices they realized that they just could not refrain from putting on the back their respective marketing agencies, which distributed the fruit. It certainly was a most gratifying sight from the sellers' standpoint to sit down and wait for the buyers to come around unbidden, hand over the cash and say "thank you" for being allowed to buy. This, of course, is looking at last year's situation from the sellers' standpoint. Buyers who got badly crippled financially by paying too much for last year's short apples have another story. But this year the market is not moving fast enough. It is true that once in awhile an apple holder will be found who will assert that the market is good and the movement good; but in such cases, the desire to broaden the demand for apples who talks this way does not believe it but is merely wishing to keep up courage. It is evident that the present dry condition is due at least in part to lack of energy and broadness of salesmanship on the part of some of the holders who, apparently, got cold feet when they realized the unusual task before them this year, of hunting the buyer instead of the buyer hunting them.

Every one in a while one hears an otherwise capable business man who has 50 or 500 cars of apples to dispose of saying: "I am not telling anyone of my holdings, lest it have a tendency to bear the market, but I am gradually working the fruit off in a quiet and confidential way." The consideration of the operation before the season is over. "Is that kind of an apple man any good to the industry? Does he create any demand or is he a sort of apple chameleon?"

Unfortunately, there are lots of apple holders who are pursuing this gum-shoe method of slipping up on the buyers unawares. They seem to be afraid to let the world know that they have a crop. They are afraid to advertise their holdings in their quest for buyers, they are going about with a candle stick. So far, the apple campaign this season has been conducted just as if the apple owners were afraid to let all the world know that they have apples, cheap and plentiful.

If a farmer contemplates having a public sale, what does he do? Did you ever hear of him going around telling a few neighbors and then stopping, stopping, and then waiting for results on the day of the sale? Rather doesn't he placard the cross roads and the county papers and doesn't he shout it from the housetop that a sale is to be held and that buyers will be in demand to grab the bargains? He is not afraid that too many buyers will come.

There is nothing the matter with the apple deal except that holders and distributors, to a too large extent, have taken to the woods and appear to be ashamed or afraid to confess to buyers that they have holdings to market. How many of our great apple associations have a long list of order agents who return to their growers, are turning a hand to create a new demand and increase the outlet? And of all years, isn't this the year when big holdings and cheap prices are being reached through the medium of salesmen and printers' ink? If the world's army of consumers once learns that apples are cheap, no power can stop their clamoring demand, and the price will rise to the level of the market. The fact of both the grower and holder. Growers should find out now what if any effort their agents, the associations, are doing towards reaching out to find new and undreamed possible outlets. It argues badly for growers when all hands, while recognizing the necessity of push and energy, are content to let the other fellow do all the needed work. In such cases there is no other fellow who will let it be done and apple distributors become mere order takers when orders are referred, rather than salesmen.

There are some live wires in the apple deal and they are working hard and effectively to get the word let it be done and they are doing everything possible to "horn the consumer into this great feed lot of plentiful apples." This thing of marketing apples, however, is a big job and it cannot be done by a few men any more than the great wheat or corn crops can be handled that way. The difficulty with apple marketing is that there are far too many associations and too many individual holders. See what I did, when they make high priced sales during seasons of scarcity, but who hide their lights under the bushel when there is a year with a surplus. Such operators are not only a hardship on the buyer, but they are a detriment to the human body, but they are really a detriment, in that they stand in the way and occupy the position that should be held by wide awake salesmen.

It is high time the apple growers should relegate to antiquity this gum-shoe method. How is the trade to know apples are cheap and how is the consumer to be put wise without being told? How can you tell them without an apple preacher? Salesmanship embraces a multitude of branches and is an ingenious element. It is high time for an active selling campaign and this should be done with the assistance of every known and undiscovered selling device. A word to the wise should be sufficient. The apple holder should know that the fruit he does not place in the winter and spring will not do for baked apples in August and September.

Apple City Electric Co. Moves

The Apple City Electric Supply Co., of which E. S. Colby is proprietor, formerly located on Oak street between Fourth and Fifth, is now located in the old McGuire Bros. meat stand on Third street between Oak and State. Mr. Colby finished moving his stock yesterday. The interior of the new place of business is being remodeled. Apparatus for the display of electrical fixtures and show cases are being installed. Mr. Colby has increased his stock and is now offering the Hood River people up to date electrical apparatus in all lines. V. V. Richardson, who has been occupying the building with a tailor shop will give up his business in Wash., where he expects to enter business.



7709—Ladies' Waist Sizes 34, 36, 38, 40, 42 Includes collar and neck. 7710—Ladies' Skirt Sizes 22, 24, 26, 28, 30, 32 Includes waist measure.

Special Mrs. Adah B. Cox of the H. W. Gossard Co. will be with us on Friday, January 22nd, at which time she will do special fitting in our corset department. Come in and hear the many good points about the Front Lace Gossard Corset. You do not have to buy, just come and learn about them. Ladies' Outing Flannel Underskirts, assorted colors. Your choice 25c. Special Ladies' Extra Heavy Sanitary Fleece Vests and Pants. Big values at the garment 50c. Your choice now at 33c. Special Ladies' and Misses' Heavy Fleece Lined Hose. Armor Plate 19c. Special Infant's Hoods. A very large and complete assortment, suitable for this season of the year's wear in silk, wool and bear skin, white and colors. Good 1/2 Price 95c. Men's every day work pants, a good run of sizes to choose from. Your choice the pr. 95c. Work pants for men made by Mark Haas Clothing Co. These pants are made with the wonder waist band. Good weaves and colors. There are some corduroy trousers in the lot. Your choice \$1.45

When Mary cashed the porker in and paid her little note, She found she had some surplus tin - To buy another shirt.

MAIL ORDER BUSINESS COSTLY TO FARMER

The following article, clipped from an Iowa paper, was submitted to the Glacier by a former Iowa resident:

Hans Garbus, a German farmer of Iowa, has discovered that the benefits which appear on the surface as attaching to the mail order plan sometimes spell disaster and has written a very interesting story of his vices in a certain farm paper. Here is a part of his story:

"The farmers need awakening to the fact that what we usually reached the period where we must think and plan. I am one of the slow German farmers that had to be shown, and I am now giving my experience that others may profit, for knowledge is more expensive now than ten years ago. "Twenty-nine years ago I began my farm career. I had an old team and \$50. Our furniture was mostly home made from good woods, neatly covered with ten-cent cretonne by my wife. We rented 30 acres. Being a boy of good habits, I got all needed machinery and groceries of my home merchants and paid in full for everything sold. The first year was a wet season and I did not make enough to pay creditors. I went to each on date of promise and explained conditions, saying as much as possible, and they all carried the balance over another year. They continued to accommodate me until I was able to buy a 40 acre piece of my own. "As soon as I owned these few acres the mail order houses began sending me catalogues, and gradually I began sending my loose change to them, letting my accounts stand in my home town where I had gotten my accommodations. "We then had one of the thirteenth little villages in the state—good line of business in all branches, merchants who were willing to help an honest fellow over a bad year, and a town full of people who carry twice a week to trade and visit. Our little country town supported a library, high school, band, ball team and we had big celebrations every year. "I was near the town soon doubled in value. I sold my 40 acres at a big advance and bought an 80, gradually adding to it until I had 200 acres of the best land in Iowa. I then felt no need of asking favors, and found it easy to patronize the mail order agents that came almost weekly to our door. I regret to say that I was the first in the county to make up a neighborhood bill and send it to a mail order house. "I thought we got bit every once in a while, but we had the habit of sending away for stuff. "Gradually our merchants lessened their stock of goods—for lack of patronage. Finally we began to realize that it was needed a bolt quickly for machinery, or clothing for sickness or death, we had to wait to send away for it, which wasn't so pleasant. One by one our merchants moved to places where they were appreciated, and men of less energy moved in. Gradually our town has gone down; our business houses are 'tacky' in appearance, a number are empty, our schools, churches and walks are going down, we have no library or ball team. There is no business done in the town, and, therefore no taxes to 'keep things up. Hotel is closed for lack of travel. Go down to the depot when the train pulls in and you will see the sequel in mail order packages. "Nine years ago my farm was worth \$195 an acre; today I'd have a hard matter to sell it at \$165 an acre. It is 'too far from a live town'—so every farmer has said that was to say. He wants a place near schools and churches, where his children can have advantages. I have awakened to the fact that in helping to pull the town down, it has cost me \$5,000 in nine years."

O-W. R. & N. O. Time Table

WEST BOUND No. 5, Fast Mail (Meal Only) 5:30 a. m. No. 11, Soo-Spokane-Portland 5:25 a. m. No. 19, Port. S. Exp. 9:25 a. m. No. 1, Portland Local 2:45 p. m. No. 17, Ore. & Wash. Limited 3:08 p. m. EAST BOUND No. 6, Salt Lake Express 1:51 a. m. No. 10, Portland Local 10:30 a. m. No. 18, Ore. & Wash. Ltd. 12:01 p. m. No. 4, Port. S. Exp. 8:55 p. m. No. 12, Soo-Spokane-Portland 9:45 p. m. J. H. FREDRIKSON, Agent.

For Butter Labels printed in accordance with Dairy and Food Laws, call at the Glacier office.

SOCIETIES

- HOOD RIVER LODGE NO. 105, A. F. & A. M.—Meets Saturday evening at 8 o'clock each month. R. H. HERSHNER, W. M. D. McDONALD, Secretary.
- HOOD RIVER COMMANDERY NO. 12, K. K. Meets every first Tuesday evening each month. H. L. DUMBLE, L. E. U. A. D. Mos, Recorder.
- HOOD RIVER CHAPTER NO. 27, R. A. M.—Meets first and third Friday nights of each month. V. C. BRICK, H. P. W. A. SCHAEFER, Secretary.
- MT. HOOD COUNCIL NO. 8, R. A. S. M. Meets in Masonic Hall every third Tuesday in each month. H. L. DUMBLE, T. I. M. H. HERSHNER, Recorder.
- HOOD RIVER CHAPTER NO. 20, E. S. S.—Meets second and fourth Tuesday evening of each month. Visitors cordially welcomed. Miss R. D. GOSLIN, W. M. MISS ALTA POOLE, Secretary.
- WAUNA TEMPLE PYTHIAN SISTERS NO. 6 Meets the first, third and fifth Tuesdays of each month at 8 o'clock. Elizabeth Bigdon, M. E. C. CORRIAN STRANAHAN, M. O. R. A. C. SUSAN, M. O. F.
- KEMP LODGE NO. 181, I. O. O. F.—Meets in Oddell Odd Fellows' hall every Sat. day night. Visitors cordially welcomed. Miss R. D. GOSLIN, N. G. C. M. Sheppard, Secretary.
- HAZEL REBEKAH LODGE NO. 156, I. O. O. F. Meets the first and third Tuesday evening in each month in the Odd Fellows' Hall, seven miles south of Hood River, R. D. I. H. S. Conley, Sec.
- W. O. W.—Regular meetings are held the first and third Mondays of each month at R. O. F. Hall. Visitors cordially invited. R. O. C. Geo. A. Clough, Clerk.
- HOOD RIVER GUILD NO. 524, WOMEN OF WOODEN—Meets at R. O. F. Hall on the first and third Thursdays of each month. Mrs. Rebecca Wall, M. G. M. Mrs. MATTIE NICKLSEN, Clerk.
- WAUCOMA LODGE NO. 30, K. O. P.—Meets in K. O. F. hall every Tuesday night. Miss M. E. F. W. Blagden, C. U. Lewis, K. of R. and S.
- LAUREL REBEKAH LODGE NO. 81, I. O. O. F. Meets first and third Mondays. Mrs. R. Johnson, N. G. Miss Meta Carter, Sec.
- CANYON W. R. C.—Meets second and fourth Saturdays of each month at R. O. F. Hall. I. M. Bentley, President. Mrs. C. STRANAHAN, Secretary.
- OLETA ASSEMBLY NO. 103, UNITED ART. Meets in Oddell Odd Fellows' hall, every Thursday, Friday, Saturday and Sunday. J. H. KOSKIN, Secretary.
- IDEWILDE LODGE NO. 17, I. O. O. F.—Meets in Fraternal hall, every Tuesday night. Arthur Whitcomb, N. G. G. THOMSON, Secretary.
- KIDEN ENCAMPMENT NO. 48, I. O. O. F.—Regular meeting second and fourth Tuesdays of each month. A. WILCOX, C. F. Bert Walsh, Scribe.
- HOOD RIVER CAMP NO. 732, M. W. A.—Meets in K. O. F. hall every 1st and 3rd Wed. of each month. James Hobson, V. C. C. U. DAKIN, Clerk.
- HOOD RIVER VALLEY HUMAN SOCIETY Hood River, Ore. Jas. Stranahan, Pres. C. D. NICKLSEN, Sec. Leslie Botter, Treas. Call phone 120.

Special Men's Heavy All Wool "Logger" Shirts that will keep you warm and dry. Your choice - \$2.98

Special Men's Band Collar Dress Shirts, neat patterns in stripes and figures. Your choice 49c

Special Boy's Caps—A table full of them. Values up to 45c. Your choice while they last 10c

Do not miss the Big Bargains we are offering in Hart, Schaffner & Marx and Clothcraft Suits and Overcoats. It will pay you to take advantage of this sale even though you do not need it just at present.

Ladies' Suits and Coats and Children's Coats at Special Prices. Second Floor. It will pay you to investigate.

The Paris Fair Hood River's Largest and Best Store

Wanted—Good family cow, Jersey preferred, 3 years old or younger. Phone 478 2/8

Wanted—3 cords of fir or part oak wood. Will do pruning in exchange. H. T. Regnell, R. D. No. 2.

Wanted—A position on fruit ranch. Have had 15 years experience in orchard and farm work. Best of reference. Phone 521, 2/1

Wanted—Will buy a covered top rig. Call 587

Wanted to lease—A few acres of land to raise cover. Reply to Glacier office, 2/8

Wanted to lease—a bearing orchard. Have had 5 years experience in Hood River. I do not want a place producing less than 200 boxes. Address H. H. Glacier Box, 2/1

MISCELLANEOUS

Pruning and tree surgery—contract or days work. Prices reasonable. H. T. Regnell, R. D. No. 2, Hood River, Oregon.

Found—A gold Masonic watch chain, square and compass. Owner may have seen by calling at Glacier office and paying for this advertisement. 2/1

Found—At Post Office, a lady's purse, containing money and jewelry. Owner may have seen and called at this office and paying charges. 2/1

Lost—Small Shepherd dog with white pointed tuft. Anyone having heard or know where he can be found will do Mildred and Alice Jackson a favor by telephone 426, 2/1

Lost—Between R. H. Wallace's place and town, a small lamp from a carriage lantern. Finder please return to Glacier office. 2/1

Notice of Sheriff's Sale

By notice of an execution in foreclosure and Order of Sale publicly issued out of and under the Seal of the Circuit Court of the State of Oregon, for Hood River County to me directed and dated the 19th day of January, 1915, upon a decree for the foreclosure of a certain mortgage and a judgment rendered and entered in said Court on the 10th day of January, 1915, in favor of Harold Hershner as plaintiff and against J. E. Rand, George Ann Hand and Martha Fewel, as defendants in the sum of Three thousand (\$3,000.00) dollars, with interest thereon at the rate of 6 per cent per annum from the 26th day of March, 1913; for Three hundred (\$300.00) dollars attorney's fees, and for the sum of Eleven dollars and fifty cents (\$11.50) as said plaintiff's costs and disbursements and commanding me to make sale of the real property described in said decree of foreclosure and herein after described, I will at the hour of 10 o'clock in the forenoon on the 15th day of February, 1915, at the front door of the County Court House, in the City of Hood River, County of Hood River, State of Oregon, sell at public auction to the highest bidder, for cash in hand, the following described real property situated in the City of Hood River, County of Hood River, State of Oregon, to-wit:

FOR RENT

For Rent—Modern house, tiled walls, bath and basement, \$18 per month. Inquire of A. F. Howes, 221 Prospect ave., phone 533, 4/17

WANTED

Wanted—A good reliable man to take care of orchard, \$25 of N.W. and 25¢ of S.W. Sec. 37, containing about 77 acres in the heart of valley, Oddell district. Correspond with Chas. Kirk, Lehigh, Iowa. P. O. Box 1282

EXACTING Coffee users find in the Golden West all their tastes demand—uniform flavor and purity. No Dust—No Chaff. Just Right—Always.



Closet & Devers The Oldest and Largest Coffee Roasters in the Northwest.

S. E. BARTMESS Funeral Director and Practical Embalmer Established 24 Years HOOD RIVER, OREGON

Our Rubber Stamps Always Print