

The Hood River Glacier.

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No. 37



"The man who values Time, knows the value of money, and puts it where he knows it is safe."

A Bank's position is one of trust and you can judge its safety by the loyalty of its customers.

No Bank offers better protection, better facilities than we extend to our patrons and we invite accounts large or small from merchants and individuals who are not aware of the advantages here, other than the mere custody of funds.

4% Interest Paid on Savings

FIRST NATIONAL BANK

Capital \$100,000 Surplus \$36,000

Bank Advertisement No. 44

We have said much about our Savings Department lately, probably because thrift, economy and saving is the order of the day; but the Savings Department is only about one-tenth of our business and our chief aim and purpose is to operate a modern commercial bank.

We can transmit money to any part of the United States or to any Foreign Country for much less than the same service is performed by the express companies or the Post Office.

We issue American Bankers Association Travelers checks, which are everywhere considered the very acme of convenience as an ever ready supply of cash, no matter where you may be traveling.

Our collection department is as complete as we can make it.

In fact, we offer everything that a first class country bank can furnish, including safety and satisfactory service.

BUTLER BANKING COMPANY

WE TAKE pride in extending courteous treatment to our customers. We want you to take advantage of our banking facilities. We want you to come to us and feel at home when you get there. If there is anything we can do for you, do not hesitate about asking for it. We assure you we will do it if we can. If we cannot do it we will tell you so and frankly tell you why. Come in and let us get better acquainted.

Hood River State Bank

Ford, Dodge Bros., Cadillac & Franklin MOTOR CARS

Columbia Auto & Machine Co.

A New Oliver Type-writer for \$45

A lot of office desks and chairs used 60 days for sale at **ONE-HALF PRICE**

Folding chairs worth \$12 \$15 dozen, while they last at **50 cents each**

Quick Meal Ranges and Gas Stoves

Universal Stoves and Ranges
Caloric Fireless Cookers
Fullers Pure Prepared Paints
Standard Varnishes
Malthoid Roofings and Paper
Yale Locks—strong lines

Seeds! Seeds

Burpee's and Burbanks

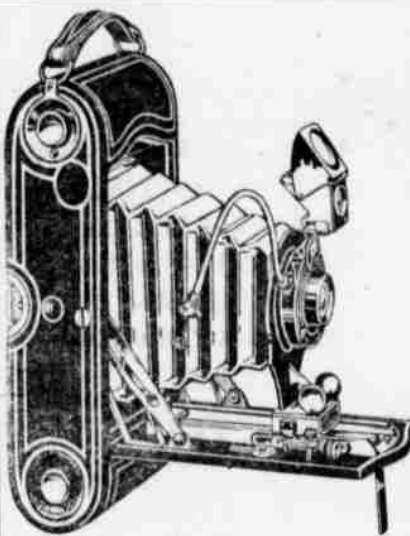
Our prices are same as growers. Our stock is selected by them for this climate. Buy at home, save money, return extra.

OILS

We are the wholesale depot for Monogram oils, greases, etc. Every kind of oil from sewing machine to skid road. This famous oil is filtered from Pennsylvania crude—not cut with acid; costs us more as we handle it.

No Trading Stamps, but we give you the coin, 5c on every dollar you spend. What stronger appreciation of your trade could be shown?

Stewart Hardware & Furniture Co.



Kodak and Let the Children Kodak

We carry the Genuine Kodaks and supplies. Come in and see the New Autograph Kodaks, the very latest in kodakery. Date and title your negatives—any negatives—permanently at the time you make them. The greatest advance in photography in twenty years. We have a complete stock in Autograph kodaks and films.

Victor Victrola's and Records

Kresse Drug Co. The Rexall Store

Eyes Right?

The slightest disorder of your eyes needs prompt and skilled attention. The necessity of getting glasses to relieve that eye-strain and enable you to see better, look better, yes and feel better, too, is imperative. Our Glasses will help you. There is 50 years experience and knowledge behind our work.

"Yours for Service"

W. F. LARAWAY
Hood River, Oregon

Satisfactory Titles

are demanded by the wise buyer. Our work is unquestioned and guarantees protection.

Satisfactory Insurance

is deemed a necessity by the wise property owner. We represent 10 strong companies and have millions of insurance in the Valley

Satisfactory Bonds

may sometime be required of you, contract, court or security. When in need of such service inquire of us.

Hood River Abstract Company

Just Like Fresh Vegetables

These Canned Goods of ours.

Van Camp's Hominy 15c can
Del Monte Beets 20c can
Diamond W Tomatoes 15c can
Del Monte Peas 20c, 25c can
Diamond W Lima Beans 20c can
Del Monte Asparagus Tips 20c can
Del Monte Spinach 15c can
Flag Sweet Potatoes 2 cans 35c
Preferred Stock Corn 15c can
Van Camp's Kidney Beans 2 for 25c
Del Monte Pumpkin 2 for 25c

AT

The Star Grocery, Perigo & Son
"GOOD THINGS TO EAT"

GROWERS WILL MEET TOMORROW

TACOMA DELEGATES TO BE ELECTED

Plans Proposed Call for a Representation from Every Interest in the Hood River Valley

At a mass meeting of all fruit growers, members of all shipping concerns and independent shippers, to be held tomorrow at the rooms of the Commercial club, seven delegates will be elected to attend the meeting to be called at Tacoma, Wash., next Monday, when the first steps will be taken toward forming an advisory board to have supervision of the sales of northwestern apples. The date of tomorrow's meeting was set for Thursday afternoon, when the Hood River delegates to the Seattle conference met and appointed the following organization committee: Dr. C. A. Macraim, of Mosier, W. W. Roswell, A. D. Moe, E. W. Swaney, O. B. Nye, E. H. Shepard and Oscar Vanderbilt.

The members of this committee adopted the following resolution: A call for meetings of the fruit growers of the Hood River district for the purpose of electing at least nine delegates to the Tacoma meeting to be held on Feb. 15, 1915.

It is the unanimous opinion of this committee that Mosier be entitled to one delegate to be elected by the growers of the Mosier district at their own meeting.

It is the unanimous opinion of this committee that White Salmon and Underwood combined be entitled to one delegate to be elected by the growers of the White Salmon-Underwood district at their own meeting.

It is the unanimous opinion of this committee that the Apple Growers Association, the Fruit Growers Exchange and the Hood River Apple & Storage Co. of Hood River be each entitled to one delegate to be nominated by them and elected at the general meeting of the Hood River growers.

It is the unanimous opinion of this committee that the remaining four or five delegates to which the Hood River district will be entitled should be nominated and elected by all the growers of the Hood River valley at a general growers' mass meeting to be held at the Hood River Commercial club rooms on Friday, February 12, 1915, at 1:30 p. m.

The organization committee respectfully urges all Hood River growers to be present at the meeting on the 12th inst. and to be on time.

The purpose of the growers' meeting at Tacoma is to bring all existing sales agencies together in an understanding that will prevent price cutting and protect the fruit market from demoralization.

The ideal solution of the marketing situation would be for the growers to get together in one organization and build a selling machine that would put northwestern boxed fruit into every market of the world.

Because of the many differences of individual opinions such a complete organization is not now possible.

But all growers and all the leading marketing organizations can agree on one general principle—no one is benefited by price cutting and fierce competition. Dumping our fruit on the central auction markets breaks the price and sending great quantities of fruit out on open consignment contributes to the same end.

On this point of agreement it ought to be possible to bring about a united movement of all the growers in all the districts and that is what will be done at the organization meeting at Tacoma.

In order to have a smooth working together and to prevent the misunderstandings that enable the eastern commission house to play one sales agency against another, will be necessary to have a central board of control that will call meetings to establish prices and that will act as a peace agent in straightening out misunderstandings.

The Tacoma meeting emphatically does not mean the organization of another sales agency. We already have far too many agencies representing our fruit in the market. That is why they get mixed up among themselves and prices go to pieces.

If we are to successfully market our box apples at living prices, we must concentrate their selling into as few competitive agencies as possible. The fewer and the bigger and better these agencies are the greater will be their ability to push our fruit into new markets and to adopt methods that will increase consumption in the old markets.

The successful organization of the central board will protect the market and will cut out some of the worst abuses. It will then be up to the growers affiliated with each organization to see that their particular association puts forth every effort to strengthen its marketing and to expand the field in which it sells.

There is no use maintaining the price unless we can sell the fruit and the growers to insist that prices means good salesmanship well organized. The central board, by stabilizing the market will open the way to more effective selling and it will be up to the growers to handle their own fruit. The central board will be able, with a fair degree of accuracy, to report upon the effectiveness of the work done.

The danger in this movement will be the tendency of individual growers to go it alone and to try to market their own fruit. Some men will be so shortsighted as to think that they can sneak off by themselves and take advantage of the situation. If one man attempts that so will many others and no central agency will be able to keep track of the price and the nearby markets will be flooded with fruit competing with itself.

The independent shippers of the Yakima valley are doing the sensible thing. They realize that the individual trying to sell his few cars in the fellow who frequently breaks the market for everybody and they are trying all the independents together in order to have enough tonnage to employ salesmen and really go out and market the fruit. Independent everywhere must do that or must affiliate with existing selling machinery or no power on earth can protect the market from demoralization.

PORTLAND BY-PROD. MEETING BENEFICIAL

MEETING BENEFICIAL

The meeting of the Portland By-products committee at Portland Saturday will result in beneficial action, according to Truman Butler, a member of the committee who was present for the session.

"Eighty-three representatives of canning and evaporating plants in Oregon and Washington were present," says Mr. Butler, "and as a result of the meeting Oregon canneries and evaporating plants will form an organization for the standardization of their product and a systematic marketing of it. The canneries and evaporators of Washington will do likewise, and later we hope for a federation of the plants of Oregon, Washington and Idaho."

"The committee also impressed upon these present its purpose of encouraging and fostering all industries of the by-product nature that have already been started and assisting plants in those localities where they are needed. The committee shall try to head off the installation of such a plant when it is not needed. We find that machinery companies are prone to push the construction of canneries, when there is absolutely no need for them."

The next step in the work of the by-products board will be to call a meeting at Seattle or Puyallup to get an expression from the packers and manufacturers of western Washington and later a similar hearing for the canneries of eastern Washington, Idaho and Montana. If all show a disposition favorable to the plan the board will proceed to work out a definite plan of action looking toward standardization and other marketing features that are under consideration. It is probable that the recommendations of the board will be for the organization of three local organizations in the three districts to handle the cooperative work.

LIVESTOCK PROSPECTS IN OREGON GOOD

There never has been a time in the history of the state when the farmers have had such an opportunity to make money by raising livestock for meat purposes as at present. With an aggregate shortage of over 3,000,000 meat animals, approximately 800,000,000 pounds, in the leading packing centers of the United States, it is certain that for some years to come there will not only be an unlimited demand for meat animals, but it is also certain that prices will range high and it is not impossible that all previous records may be broken.

It is a fact that nearly all the big cattle ranges of the state have been broken up and that in only a few localities it is possible to find pastures for large herds, but it is also a fact that the average farm could be made to produce a larger number of animals than it is now doing. With the big packers and bankers willing and anxious to cooperate with reliable farmers in the state in stocking farms and ranches, it would appear that any farmer who fails to take advantage of his opportunities in this direction is making a big mistake. The population of the entire northwest is increasing at a rapid rate, the people must be supplied with meat, and if Oregon ranches cannot meet the demand it will certainly be met by other states, a large amount of money will be sent away and the meat industry of the state damaged to just that extent.

DR. COALE'S SERMONS CREATE INTEREST

The union services at the Methodist church will be held each evening this week at 7:30. An afternoon meeting at 2:30 each day will also be held. Many are availing themselves of the privilege of hearing Dr. Coale and Prof. Huston, each a specialist in his work. Dr. Coale is a true southerner and has a most pleasing way of presenting his theme. He is firm and decided in his statements, yet withal exceedingly interesting and kind. He preaches in a manner which brings conviction, yet with an utter absence of antagonism or disrespect for those of other faith than his own. He is preaching to an awakening interest and each day brings greater numbers to his meetings. One listens to his sermons and feels a confidence in the sincerity of the preacher, and a desire is created for the better life. To attend one meeting means that one will attend subsequent meetings.

Dr. Coale is most ably assisted by Prof. Huston, whose solos are much appreciated. His clear, strong voice leads the audience in the singing, and somehow everyone is singing before the song is fairly begun. Together these men are conducting a wholesome, uplifting campaign for Christianity that, it is believed, will leave lasting effects in Hood River. Many have already accepted Christ and much interest is shown by all attending.

The meetings, as planned at present, will close Sunday evening.

Porter Advises Berry Culture

J. C. Porter is of the opinion that Hood River would be far better off if a number of orchardists had kept their tracts in strawberries instead of putting the land into trees. "We have certainly been getting mighty good returns from our berries," says Mr. Porter. "Last year the Association had to turn down about as many orders as it filled. The growers received about \$1.30 a crate for their berries. Such returns show a very handsome profit."

"I think those sections of the valley that grow strawberries better than apples might well be left in this small fruit."

CLUB MEMBERS TALK OF PARK

CITY PLOT MAY BE IMPROVED

V. C. Brock Appointed to Urge Beautification—President Brosius Appoints Committee for Year

Although a good crowd was present at the Monday night meeting of the Commercial club, but few important matters were discussed. Those present expressed themselves as being heartily in favor of some plan being worked out whereby the city park, the tract surrounding the old city reservoir, be improved and beautified. The matter was brought up by V. C. Brock, who stated that he had taken considerable interest in the proposition last year.

"I find that a number of citizens are willing to subscribe funds for the beautification of the plot, others offer labor and George Haslinger, the Heights greenhouse man, offers to plant a number of shrubs and plants in the park. I believe that if some action is taken the park can be made a place that we will all be proud of."

Mr. Brock was appointed to confer with the civic committee of the club in an effort to hasten action on the park improvement.

W. H. Dyer, of Oak Grove, was present at the meeting and announced that in the next few weeks Samuel Lancaster, the road engineer, who has charge of the construction of the Columbia highway in Multnomah county, would be here for a visit with him. It was suggested that Mr. Lancaster deliver his road lecture. The lecture is illustrated with numerous pictures of the Columbia highway and other road scenes.

It was delivered recently in San Francisco and attracted a great deal of attention there, giving Oregon, the Columbia highway and at the same time Hood River a good deal of advertising. The club proposes to have Mr. Lancaster deliver the lecture, and since a small expense will be attached, a nominal admission fee will be charged.

Secretary Scott stated that he had recently written to United States Senator Lane relative to the bill that had been introduced in the senate providing for an appropriation of \$100,000 for a federal building here. In reply Senator Lane had stated that the bill had been referred back from the Public Buildings and Grounds committee with the recommendation that it be amended to provide only for \$75,000, it having been ascertained by the secretary of the treasury that a building in Hood River should not cost over \$50,000, and that a lot could be purchased for \$14,000.

The matter of urging the Apple Growers Association to accept a large heap of old strawberry crates that were dumped last fall just back of the creamery was brought up. It was suggested that the heap of dry boxes might cause a serious fire and endanger the creamery building.

Dr. F. C. Brosius, president of the club, has appointed the following committee: R. A. W. L. Clark, H. Connaway, J. E. Robertson, W. E. King, J. R. Putnam, W. N. Winter.

Civic—J. M. Culbertson, Dr. Dumble, E. A. Franz, J. Stranahan, C. A. Bell, Dr. Scoobee.

Gettaintment—C. F. Gilbert, C. H. Vaughan, R. W. Kelly, Arthur Clarke, D. G. Cruikshank.

Membership—Archie Keir, Truman Butler, C. R. Bone, J. R. Nunamaker, C. K. Marshall.

Athletic—E. B. Bennett, Earl Franz, Wm. McGuire, Dr. Kanaga, Ed Eberly, Oliver Wall, Fred Bell, Roy B. Early.

River Improvement—L. A. Henderson, Otis Treiber, R. N. Young, A. S. Hays, A. W. Stone.

Ways and Means—F. C. Brosius, S. A. Mitchell, E. O. Blanche, D. G. Cruikshank, R. B. Perigo, A. S. Keir, R. E. Scott.

Auditing—J. M. Culbertson, Harold Herdner, W. Sinclair.

Transportation—Leslie Butler, J. H. Fredrick, Roy B. Early.

Manufacturing—J. H. Heilbronner, J. M. Culbertson, H. Connaway, A. S. Hall.

Press—R. E. Scott, C. N. Ravlin, W. H. Walton.

Fish & Game—D. McDonald, W. M. Stewart, Alva Day, B. E. Duncan, C. K. Marshall.

House—Ed Winter, H. Herabner, F. Davenport, Jr.

Horticulture & Agriculture—C. D. Thompson, L. F. Henderson, J. H. Koebig, C. H. Winston.

Automobile—E. L. McClain, L. F. Goodenberger, E. W. Birge, Leslie Butler, P. S. Davidson, C. F. Gilbert.

COLORADO SHIPPER STUDIES COOPERATION

James Turnbull, one of the largest shippers of apples in the Grand Junction, Colorado, fruit district, was here last week interviewing local growers and market men. Mr. Turnbull has been making a tour of the Pacific Northwest in the quest of information that will give the Colorado growers and shippers some basis on which to work out a marketing method that will bring relief to them. Just before Christmas a delegation of Colorado shippers visited the northwestern districts on the same mission.

Mr. Turnbull declares that a great change has taken place in the apple selling game in the last few years. Before 1912 the dealers were in the habit of bidding for the fruit of the principal eastern and northwestern districts. The marketing agencies apprized them of what they had and asked them to come and buy the fruit. And the market men came. But they had all been losing money for several years before 1912, and they decided to hold off a while. By December the marketing agencies had become frightened, there was a grand rush to get all the apples on the market, and demoralization resulted.

"We Colorado growers are watching with grave interest the results that follow your institution of a central board of control," said Mr. Turnbull. "If it proves effective, we certainly will follow in your footsteps."

Linen Marking Outfits for sale at this office at prices that make them a household necessity.