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### WATER TRANSPORTATION MAY AID EXPORTS

By Charles A. Malboeuf

An idea has long prevailed that Northwest apples are well known throughout Europe. This is true in a small measure only, and only insofar as Great Britain is concerned. Even in those markets, which have heretofore consumed around three-fourths of a little more of our total European exports, the trade for our apples is comparatively limited. In 1914, the year of our greatest exports, their per capita consumption did not exceed three apples per individual, yet in that season practically no apples were imported by Great Britain from producing countries on the continent owing to war conditions. If we allow \$2.50 gold per box as an average figure at which our apples were landed in British ports that year, the total value was about one and a half million dollars, or only ten per cent of their entire imports of fresh fruits before the war. Before 1914 consumption on the continent was insignificant in per capita equivalents around one apple for every one hundredth person.

Every country in Europe produces fruit, or rather every one grows it in more or less quantities. Nearly all produce apples, and the majority of those countries export them. Germany, Austria and Great Britain have been the leaders in production, which at times assumed large proportions. All things considered, England has been the principal importer of the continental apple. In discussing Europe as a whole, therefore, we are dealing with a territory where the apple market is doubtless keener than it is in our own markets here at home.

In view of these circumstances it sounds odd to hear it expressed, as we frequently do that Europe is not only our most logical but our greatest potential export market. It is significant however that such expressions are made more freely today than they have ever been in the past. These beliefs, however, are largely founded on the fact that direct water transportation from the Pacific coast is about to play a most prominent part in our future export conditions. The most vital part in my judgment, I would not share in any such confidence if the present order of things were to continue exclusively. My opinion of things then would be that with adequate refrigerator service from the Pacific ocean foreign markets would offer the greatest possibilities.

I have previously mentioned the handicaps created through our dependence upon Atlantic seaports as our trans-shipping points for European and other Atlantic ocean foreign markets. By considering two of the foremost of these handicaps, we can simply understand why our trade development has been a mere bagatelle in comparison with the needs of our growing production. These prominent factors are: Indirect transportation, which has been in part unavoidable and in part avoidable; and indirect trading which is the result of our own choosing. Both have resulted in the inevitable pyramiding cost of the apples, the cost of any foreign trade undertaking, invariably hamper, restrict or destroy the possibilities of great development. This is clearly demonstrated in the light of our own past experience.

Not many years ago Brazil and Argentine markets could only be reached by transshipping our apples through British ports. More recently we have had service from New York and other Atlantic ports direct to those South American markets, but at a freight cost aggregating nearly three dollars per box equivalent from shipping point.

Germany's trade in our apples before the war had assumed quite formidable proportions, second only to Britain's but Germany consumed only a portion, in their own markets; a large portion was sold and reshipped to the Baltic countries and Russia. Few of our apples have ever been shipped to France from any of our Atlantic ports, and fewer from originating points. The same is true with Belgium, Holland, Italy, etc. With the single exception of the Scandinavian countries, especially since the war, and of Germany, before the war, we have not, from the beginning of our export shipping to the present day participated in any noticeable volume of direct exportation to the Continental Europe. The special emphasis to be placed on these few illustrations is that the freight rate from our Atlantic seaboard ports to the ultimate water markets to which our apples are reshipped, in the case of apples been the same as to the British or German markets from which reshipment took place.

Conditions of this kind, based primarily on indirect or roundabout transportation, aided by indirect trading, result in only one way. That is, in a much higher transportation cost, together with more aggregate handling costs, than the product can possibly stand on an international market. The result beyond a certain class of consumers those to whom money is not so much an object as it is to the general masses of any people. Export trade, in true form, caters not to an exclusive class, but to the masses. In every country whose thinnest or thickest pocketbook reflects the generally known economic conditions of their particular country. Export trade bases its operations upon the knowledge of those economic conditions. In the case of our river its product in the market within the range of same. Thus direct transportation, which offers the minimum cost of transportation, and direct trading, through direct connections, which eliminates all unnecessary intermediaries and pyramiding profits or revenues, constitute the keystone and legitimate factors in successful foreign market development.

I do not believe water transportation from the Pacific coast to Atlantic foreign markets could come at a more opportune time than the present. It is already here in initial form, it is true, but it has come to stay, and is certain to rapidly assume huge and powerful proportions. Domestic trade and export trade are distinct and separate factors, and the sooner we concentrate upon that fact the better off we will be. The sooner, too, we recognize that in future our export trade is to play its proper, successful and profitable part in the marketing of our crops, must reach an annual minimum of three to five million boxes, instead of the insignificant one million that marked our greatest export year in the past, the more secure we will feel in our orchard investment to which water service will be one of the best, if not its best asset.

A feature associated with the first shipment of Northwest apples to be shipped to Europe, last November, via the Panama canal, is of peculiar interest and significance. With its cargo of approximately 50 carloads, the fruit reached its destination in perfect condition, in exactly 30 days. No wastage, no deterioration, no detention in congested harbors, no threatened losses or damage by freezing, overheating or other causes in transit. Simply a matter of schedule, efficiently and punctually carried out.

(Note—This is the third article of a series contributed by Mr. Malboeuf to the readers of the Glacier. They will be continued weekly until the series is completed.)

**Oram Woolpert Honored**

Oram C. Woolpert, son of Mr. and Mrs. A. E. Woolpert, is one of 254 students of Harvard University honored in the annual award of scholarships. News of young Mr. Woolpert's award has just been received by his parents. He has won a Price Greenleaf scholarship. Mr. Woolpert was formerly a student at the University of Washington. He is majoring in medicine.

Only one other Oregon boy, Arthur S. Vosburg, of Wheeler, is on the Harvard honor list.

**Notice of Annual Stockholders' Meeting**

The annual stockholders' meeting of the Farmers' Irrigating Company will be held Saturday, January 8, 1921, at 10 a. m. at the Library Hall, to elect 5 directors to serve one year, and to transact such other business as may legally come before the meeting.

By order of Directors,  
M. H. Nickelsen,  
Secretary.

**Notice**

I will not be responsible for any debts contracted by my wife, Clara Brock Dudley, after December 16, 1920.  
E. S. Dudley. d30

**Summons by Publication**

Register No. 1067

In the Circuit Court of the State of Oregon for the County of Hood River.

M. Sue Adams, now M. Sue Henderson, Lenore Mortimer, Jennie C. Bentley, W. B. Moore, Percival Adams, William A. Isenberg and Georgiana Isenberg, husband and wife, E. H. Hartwig, George S. Johnson and Marilla Johnson, husband and wife, Iona Z. McGuire, John G. Dixon, Reed & Henderson, trustees for Walter Kimball, Fred Wasson, Albert L. Lincoln and J. C. McCreery, Truman Butler and Percival L. Adams, trustees for M. Sue Henderson, Lenore Mortimer and Percival L. Adams, Hubert W. Garabrant and Gloria Garabrant, otherwise known as Gloria Garabrant, husband and wife, F. W. Chindlund and May E. Chindlund, husband and wife, Benjamin B. Powell and L. Carmon Powell, husband and wife, Fred Schmidt and Bertha Schmidt, husband and wife, Plaintiffs, vs. The Unknown Heirs of William Jenkins, Deceased, Defendants.

In the name of the State of Oregon, greeting:

You the unknown heirs of William Jenkins, deceased, defendants herein, are hereby required to appear and answer the complaint filed herein against you, on or before the 27th day of January, 1921, at the State Court House in Portland, Oregon, at six weeks from the first publication of this summons, and if you fail to appear or answer, plaintiff will apply to the court for the relief demanded in the complaint on file herein, to which reference is hereby made. This is a summary proceeding, to-wit: For a decree of the court that said defendants have conveyed each, all and every of their interest in and to said west half of the said William Jenkins Donation Land Claim No. 256, as heretofore described, to the plaintiffs or their predecessors in interest, and that the title to said land be quieted as to said interest of said defendants, in the plaintiffs herein, and in their successors in interest forever, that the deeds executed by the heirs of William Jenkins, deceased, which were lost or destroyed, be re-established, and the contract of said heirs to convey their interest in said land in perpetuity, and that the plaintiffs are now the owners of such interest, and that the defendants be forever barred and foreclosed from claiming any right, title, or interest to any part of said property.

This summons will be served upon you by publication thereof for not less than six weeks successively, in the Hood River Glacier, a newspaper of general circulation published in the City of Hood River, County of Hood River, State of Oregon, the place where said suit is now pending, all by order of the Hon. H. L. Hasbrouck, Judge of the County Court of said Hood River County, and the above is the true and correct copy of the said order of the Circuit Judge of above entitled court, which said order is dated the 11th day of December, 1920.

The property herein referred to consists of all that certain piece of parcel 1920, that is to say, the above described land, situated and being in the County of Hood River, State of Oregon, and more particularly described as follows: The West half of the William Jenkins Donation Land Claim, No. 256, Kot. 30th Certificate No. 256 of the Register and Receiver at Oregon City, Oregon, for one half section of 320 acres of land, being parts of sections 25 and 35 in township 3 north of range 10 east of the Willamette Meridian, in Hood River County, Oregon, bounded and described as follows, to-wit: Beginning at a point 11 chains and 14 links east of the NW. cor. of said sec. 35, and running thence south 19 chains and 79 links; thence east 8 chains and 98 links; thence south 23 chains and 38 links; thence east 35 chains; thence north 15 chains and 19 links; thence east 17 chains and 7 links; thence north 30 chains and 25 links; thence east 17 links; thence north 1 chain and 34 links; thence east 67 links; thence north 3 chains and 74 links; thence east 1 chain and 35 links; thence north 17 chains and 22 links; thence west 27 chains and 38 links; thence south 14 chains; thence west 28 chains and 24 links; thence south 4 chains and 69 links; thence west 8 chains and 76 links; thence south 2 chains and 24 links to the place of beginning, in the District of lands subject to sale at Oregon City, containing 318.19 acres; and being west half of said land as described in the patent from the United States to Phila Jenkins, widow, and the heirs at law of William Jenkins, deceased, dated December 14, 1866, and recorded in Deed Records of said County, September 25th, 1867, in Vol. "11" of deeds at pages 86 and 87; in which said patent was granted said land unto said Phila Jenkins, widow, and to her heirs the east half, and unto the heirs at law of William Jenkins, deceased, the west half of the tract above described, which said patent and the record thereof is hereby referred to and made a part of this description.

The date of the first publication of this summons is the 16th day of December, 1920. The date of the last publication is the 27th day of January, 1921.

John Leland Henderson,  
Attorney for Plaintiffs,  
206 Third Street,  
Tillamook City,  
Oregon.

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**J. H. FREDRICK, Agent, Hood River, Or.**  
**WM. McMURRAY, General Passenger Agent, Oregon**

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