

# The Hood River Glacier.

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## WHO DETERMINES CREDIT?

A man's credit is the measure of his worth in the opinion of his associates—upon this credit rests in a large measure his business success.

Association with a bank of recognized standing is invaluable to a business man. To it he turns for counsel and credit.

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Fresh Supply imported from England

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KRESSE DRUG CO.

The Rexall Store

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## BUSINESS PASSES TWO MILLIONS

ANNUAL ASSOCIATION REPORT OUT

Manager Stone Urges Retrenchment—

Average Apple Price Placed at \$1.60

—Vinegar Committee Reports

According to the annual report of General Manager Stone at Saturday's primary meeting of the Association, the cooperative sales agency did a total business of \$2,476,839.12 for the year ending June 30, 1921, a number of items for the period, March 1 to May 31 being estimated. This volume was only exceeded on the year immediately preceding, when the district harvested a record crop which sold at high prices, the total having reached \$3,738,788.08.

Returns of the past year were itemized by Mr. Stone as follows: Stores, \$425,000; apples, \$1,600,000; strawberries, \$256,367.36; pears, \$91,031.79; cherries, \$46,031.68; raspberries, \$273.37; loganberries, \$764.53; prunes and plums, \$29.04; blackberries, \$397.84; crab apples, \$339.76; quinces, \$3.25; and ice, \$16,000. Mr. Stone stated that no decrease has been apparent in the proportion of fruit handled from the valley the past season by the Association. The cooperative organization's total revenues the past year will reach \$2,422,000, the chief item being \$1,055,000 collected for handling charges. The total expenses reached \$212,000, the greatest item being represented by \$60,000 spent for cold storage expense.

The report shows that the sales organization now has an invested capital of \$332,345 itemized as follows: Purchasing fund, \$164,088; building fund, \$168,332; and membership fund, \$4,885. In a comment on the object of accumulation of capital and equipment, Mr. Stone said:

"With the free use of this invested capital it is absolutely impossible for any private concern to furnish the growers the same service that is furnished by the Association at anywhere near the same cost. It is a matter of fact that the average cost for every box of apples we could store outside of Hood River is more than for all the service we render at Hood River. We passed the peak of our requirements for invested capital last year. This year we will pay all but \$15,000 on the plant of the National Apple Co., purchased for \$65,000, and only the same indebtedness will remain against the plants of the old Hood River Apple Growers' Union bought for \$105,000, exclusive of a water power system."

"In proportion as we continue to reduce the purchase price of property bought, will our requirements for this purpose decrease and also our cost to members of doing business."

Mr. Stone detailed a large list of improvements that have been made by the Association the past year, the chief of which was the construction of a two-story supplies warehouse in the city. Three cottages have been built for employees. An old wooden pipe, used in conveying water of a power system from a reservoir on the Heights to the city level, was replaced with an iron main. This material improvement, according to Mr. Stone, will relieve dangers of flooding the city from a possible bursting of the old wooden pipe.

The Association the past year handled a total of 1,052,969 packages of fruit, apples leading with 942,458 boxes. Last year the agency sold 1,322,203 boxes of apples, a total of 1,499,649 packages of all kinds of fruit. But 57 per cent of the apple crop as yet has been accounted for, and the average, net to the Association, price per box has been \$1.60. In discussing the price, Mr. Stone said:

"With 43 per cent of the crop yet to be paid for we cannot make any definite estimate as to the amount of the net proceeds of the crop. It is our estimate that we are reasonably sure that the final returns will be somewhat more than on the fruit paid for up to the present time."

"The average price received for the 1920 season's crop was \$1.98; for 1920, \$1.60. There are three factors which fairly offset the difference in price of the two years. The proportion of better grades for 1920 is the proportion of smaller sizes in 1920, plus the extra amount paid for transportation would, in my estimation, easily overcome the difference in price. In other words, if the grade and size of the fruit in 1920 as in 1919 and the railroad freight rates had remained the same, we would have received practically as much for our fruit. In fairly considering the matter, we are satisfied that the average price we received for our fruit last year was higher than we had ever received before in the history of the Association and for at least the nine years last past."

Mr. Stone also cited that the large crop of the east last year, the largest in the history of the apple business, had a depressing effect on the minds of buyers. This season, it is an increase of 22 to 25 cents per box in freight charges tended to lower profits. Except for Newtowns, he said European prices have been satisfactory. The cotton states, he said, have taken practically no apples this year.

"One striking illustration of the lack of outlet for apples in the manufacturing districts," Mr. Stone said, "is exemplified in the city of Detroit. When the automobile factories in this city were operating at full capacity, Detroit used about five carloads of five tier apples per day, practically all for lunch boxes. This season, it has been authoritatively stated, Detroit largely on account of the closing down of the automobile industry, has not consumed to exceed one car of five tier apples every two weeks. When these conditions go to show the serious obstacles with which our sales department was confronted, the prices obtained were so satisfactory that it emphasizes conclusively that we owe a debt of gratitude to this department, and I take this opportunity of commending all of them. Mr. Stone expressed regret at the announcement of Mr. McCullagh, sales manager of the organization, in tendering his resignation. Mr. McCullagh, it was stated, will leave the organization April 1.

The report showed that Hood River cherries and strawberries were sold before the general period of liquidation struck the country. The average price per crate of strawberries was \$4.38, a record figure. Cherry prices, at an average of 16 cents per pound, too,

set a new record. The average price received per box for pears was \$2.80.

The respective highest, lowest and average prices on respective varieties of apples were reported as follows: Gravensteins, \$2, \$1.30 and \$1.73; Kings, \$1.95, \$1.08 and \$1.66; Winter Bananas, \$2.40, \$1 and \$1.90, 95 per cent collected; Jonathans, \$1.88, \$1.75 and \$1.22, 95 per cent collected; Delicious, \$2.35, \$1.95 and \$1.81, 80 per cent collected; Spitzenburgs, \$2.08, \$1.95 and \$1.67, 94 per cent collected; Newtowns, \$2.07, \$1.07 and \$1.59, 87 per cent collected; Arkansas Blacks, \$2.44, \$1.69 and \$2.17, 57 per cent collected; Ortleys, \$1.94, \$1.04 and \$1.65, 73 per cent collected; Red Chicks, \$2.03, \$1.03, and \$1.54, 25 per cent collected; Oregon Reds, \$1.84, \$1.29 and \$1.58, 72 per cent collected; Baldwins, \$1.50, \$1.79 and \$1.32, 89 per cent collected; miscellaneous varieties, average \$1.02 per box, 70 per cent collected. The tonnage of Newtowns led with 449,110 boxes, while Spitzenburgs were second with 178,413 boxes. The report shows that growers may be charged as high as 24.8 cents per box on handling, storage, advertising and purchasing fund assessments.

Mr. Stone urged that growers cooperate more fully with the Hood River Experiment Station and county fruit inspector, in order to raise the average of extra fancy fruit. The average of extra fancy apples in 1920 reached 53 per cent, while it was only 44 per cent last season, 20 per cent being C-grade and 36 per cent fancy grade. He declared that the decrease in quality as well as size last year was partly due to high cost of labor during the growing season. He ended his report by urging growers to follow practices of retrenchment in these days of deflation. The Association itself, he declared, would follow such a practice in reducing salaries and expenses to the minimum.

Mr. Stone expressed praise for the Consolidated Fruit Co., Inc., which he said has been organized for the purpose of assisting growers in the northwest to get in closer touch with the consumer than they have previously been able to do on the New York market. He declared that young men were in charge of this organization who had the interests of the growers at heart.

A feature of the meeting was the criticism directed by Roy D. Smith at the management for alleged excessive salaries of the steadily employed managerial and clerical force of the organization. Mr. Smith urged that salaries be reduced. He grew wroth over a custom of the management to pay for meals and cigars of the directorate.

On learning that retiring Sales Manager McCullagh was occasionally recipient of these dinners and smokes, he declared that he considered such an expenditure of funds, in view of the low price of apples, ill advised. The general manager, however, pointed out that the directors only receive \$3 per day while they are engaged, and that often they work at night. He assumed responsibility for the meals and cigars, declared that he considered the directorate entitled to them. Mr. Stone also called attention to the conclusion of his formal report, in which he urged a retrenchment in expenses along all lines.

Mr. Smith also criticized the Association for an alleged practice of some growers to ship inferior fruit in the commercial grades. On his motion, the meeting recommended that hereafter strict record be kept of all fruit repacked.

When it was learned that the Association stored in the east have kept better than those in cold storage at local plants, R. E. Miller, Odell grower, wished to know if any steps had ever been taken for a fumigation of the local storage plants. Mr. Stone said he had no knowledge of any such plans. He, however, cited that apples shipped east went forward usually under refrigeration direct from the harvest, while a large percentage of the local fruit is moved, as winter advances, into refrigeration plants from ordinary warehouses of common storage plants. This practice subjects the local fruit to trying conditions, Mr. Stone pointed out, that it is easier to keep fruit in the east, where the winters are of a more even low temperature than here in the changeable temperatures and moist climate.

In the course of his discussion, Mr. Stone pointed out that the government has been experimenting with an oiled paper for wrapping apples, which it is thought may prevent a great annual loss from scabs. The increased cost of the oiled paper, however, he said, will be material.

A suggestion was made at the meeting that the board of directors keep a set of minutes of their meetings for annual presentation to the members. President Birge pointed out that the activities of the board were now available at all times at the office of General Manager Stone and could be seen by any member making application.

A committee appointed by the Association last year to study vinegar plants and by-products manufacture, composed of Aug. Guinand, S. G. Osborrow and D. L. Pierson, recommended that such investment be postponed for the present. The committee had found that the plant of the Hood River Apple Vinegar Co. might be bought for about \$200,000, but existing conditions, it was thought would not warrant the cooperative sales agency entering the by-products business. With Robert Frey, Barre, orchardist, added the committee will be maintained for further investigation. Eventually, the committee believes, the Association will be able to launch a by-products plant successfully. The committee recommended, however, that the cull apples of the district could probably be handled to better advantage by the Association than the present plan of having individual growers sell them direct. The report expressed the opinion that the culls should be sized and graded, the larger sizes being sold to canneries and process plants. It was suggested that the C-grade culls should be eliminated. Such a plan, it was declared, would work an economy in the elimination of labor, boxes and space materials and in the storage space eliminated.

R. E. Miller believed that growers of the valley should agree on an early labor wage scale. Appointed a committee of one to arrange for such an agreement, he announced that a mass meeting of all growers of the valley will be held here Saturday, April 2, the day of the Association election.

Nominations for the directorate were made as follows: All members of the old board, consisting of E. W. Birge, O. B. Nye, A. J. Graff, J. C. Porter, J. R. Nussmaker, J. H. Jeffrey, A. H. Mohr, C. A. Roe, C. Dethman, E. C. Brownie and J. D. McCully.

## HIGHWAY LINK TO BE PAVED

A. D. KERN CO. GETS CONTRACT

Paving of 10.55 Miles Section Will Cost \$320,915. Cost of Grading Exceeded This Sum

In the list of contracts totaling approximately \$1,000,000, the Highway Commission awarded the A. D. Kern Co. the task of laying 10.55 miles of the Columbia River Highway between Hood River and The Dalles, six and a half miles of the new grade to be paved the coming summer, the balance for the most part been cut along the Columbia canyon between here and Mosier. The new grade was completed and officially opened, following a gravel surfacing last May.

The length of proposed paving will begin at a new concrete bridge constructed three years ago by the state and Hood River county across Hood river. After a few hundred feet, a widened county road up the east side of the Hood River canyon the highway by a series of four loops passes to a higher elevation on the gorge of the greater river. The direct distance to the top of the loops is less than 1,000 feet. All the way around, by the sharp but graceful curves a car must travel more than 3,000 feet.

Eliminating, as it has, the old 11 mile road over a high mountain pass to the east of the Hood River orchard districts, a road of many narrow turns and excessive grades and a road that has been allowed to fall into a sad condition for motorists for lack of repair, the new Hood River-Mosier section of the Highway has won popularity for its utility as well as for the scenic grandeur it affords. For a mile Hood River citizens, who have occasion to make frequent use of the route are now speculating as to whether the paving will close the road and make necessary negotiation of the old road while work is in progress. It is likely that authorities will be petitioned to keep the way clear a part of each day at least.

A mile east of Hood River the new grade passes out of sight of the Columbia into a series of narrow ravines and miniature canyons. For three-quarters of a mile the tourist may revel in the quietness of these nooks, where already the warmth of spring sunshine has brought to blossom expanses of rock lilies and where later the landscape will be brightened by the blooms of dog tooth violets. Then, in suddenness, if the motorist is heading east he bursts around a curve and again overlooks the wide Columbia and vast plots of truck gardeners on the Washington bank opposite. Here the road follows the gorge through a fir forest. Creases in the canyon are crossed by deep fills of concrete masonry, and masonry walls arise on the outer edge of the Highway where one may stand and look straight down at the O.W.R. & N. tracks. After the forested district the new highway crosses the only break in the precipitousness of the canyon on the entire route. Here the road now replaces the site of an Indian farmer's barn. Thence by an almost imperceptible grade the highway climbs to its summit, an approximate 450 feet, on the face of one of the wildest cliffs along the Columbia. A lookout point has been established on this promontory, which affords the sightseer with startling views of the river both to the east and west.

The grade designated for paving just east of the Hood River-Wasco county line penetrates a rocky promontory by two tunnels, one of them with two open windows somewhat similar to the five lookouts at Mitchell's Point tunnel. The two tunnels, however, are over 300 feet above the O.W.R. & N. track whereas the Mitchell tunnel is less than 100 feet above the river. The west bore of the twin tunnels is only 72 feet long, while the second tunnel, with the lookout windows, is 272 feet in length. The new grade, however, lack the beauty of that at Mitchell's Point. The disintegration of its walls and sides necessitated that it be shored up with timbers, and the portals are lined by a lining of concrete. Nest footholds have been constructed from the windows along the outer walls of the promontory.

Many have suggested that the twin tunnels be known as the Gail tunnels, for one on issuing from the bore on the east side is struck at once by the change in character of the country. Indeed, he has passed from western to eastern Oregon. The fir-clad hills of the Cascades are replaced by expanses of bareness, instead of fir appear oaks or stunted pines. From the tunnel all the way into Mosier the way is down a gentle grade.

The Hood River-Mosier stretch of the Columbia River Highway, at the time of its completion, was the most expensive piece of construction ever undertaken by the State Highway department in a single unit. The grading alone cost approximately \$375,000. According to the contract to the Kern Co., just announced, the paving of this stretch alone with some four miles east of Mosier will reach \$350,915.

## MCCULLAGH RESIGNS SALES MANAGERSHIP

C. W. McCullagh, who has tendered his resignation as sales manager of the Apple Growers Association, effective April 1, makes the following statement: "Harmony is essential to all organizations, particularly that of a cooperative one. Therefore, owing to differences of opinion existing between the sales department and the management, I have voluntarily tendered my resignation to the board of directors, with the request that it take place at their convenience. I have turned in my resignation in writing, and I sincerely wish that it may continue to be a power for good in the valley. My plans for the future are as yet undecided but I expect to make Hood River my home."

## Mortgage Loans

With the coming of the Spring there is a demand among our customers for mortgage loans on improved farm property.

We have a number of applications, in amounts from \$1,000 to \$5,000 to yield seven to eight per cent, which we will be glad to submit to anyone with funds available.

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"The Stay Satisfactory Kind"

They're Cheapest in the Long Run

When "gas" was nine cents a gallon we didn't care if the old bus did use a lot—and we used to step out in the back yard and chop down a tree for our winter's stove wood. It's different now. And at present cost of fuel, many an old range is eating up the price of a MONARCH in a few years.

Porcelain Lined Rust Proof

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Doors Ground to Fit like engine valves

Duplex Draught an exclusive feature

WE WILL BUY YOUR OLD RANGE

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Our salesman will be very glad to tell you all about it.

It is not something new, but one that has been on the market for the past twenty-five years and has proven to be one of the best. In fact it is adding "Friends" to its list every year.

Call at our store. Look it over. Ask for a booklet.

"FRIEND SPRAY GUN"

WE HAVE THEM

OUR PRICES ARE RIGHT

KELLY BROS. CO., Inc.

## There is no profit in cull apples

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