

HI-TOPS

LEGION CLIMB

Men's 16-in Box Toe \$7.75 Men's 16-in Moccasin Toe

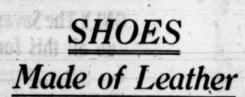
\$8.50

The uppers on these shoes are made of the finest glove tanned leather. and the soles, heels and counters are of the best oak tanned sole leather.

> Ladies' 14-inch Box Toe, \$5.25

Ladies' 14-in. Moccasin Toe. \$4.75

Ladies' 14-in Moccasin Toe Welt, \$7.00



J. C. JOHNSEN

Stop! Look! Listen! Picnic Time is Still Here

We have a complete line of Picnic Supplies

New Arrivals for Salads-Bulk Mayonnaise, Thousand Island Dressing, French Dressing and Sandwich Spread.

Yours For Service

VINCENT & SHANK

"The Home of Quality Groceries"

We have a complete line of Lunch Supplies for your 4th of July picnic

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IT CAN BE DONE IF GOOD TOOLS ARE USED

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The best in each line is represented in our large stock—always at lowest prices consistent with high quality.

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SOUTH AMERICA AS MARKET FOR APPLES

(By Malcolin Hitchings in the Pack-Argentina, Uruguay and Paraguay, often styled the River Plate countries. can be considered as one in this discussion of marketing problems confronted in the South American trade in apples. The navigable River Plate and its tributaries link these three countries into a whole from the exporter's viewpoint. Both climate and population are similar. However, in Paraguay we find a large native Indian population (Guar-ani) while the more densely settled re-gions of both Uruguay and Argentine have Spanish and Italian stocks or native born of both of these races as a predominant factor of their popula-

In order to understand certain features in regard to exporting of American grown apples these Plate countries well to consider the physical geographic pature of them. Let us first consider the ocean ports. These are first (as reached by ship lines) Montevideo; second, Buenos Aires. Then fol-low the ports of Rosario, 180 miles up the Parana river; Santa Fe, 300 miles the same river; Bahia Blanca, south of Buenos Aires on the bay of the same name, and La Plata, 30 miles below Buenos Aires on a small river, all of which are reached by cargo boats plying out of the two main ports. Asuncion, capital of Paraguay, may be also considered as a trading port of Buenos Aires and Montevideo, but otherwise Paraguay is not of great importance in our present discussion. The River Plate, Parana, Uruguay and Paraguay afford a channel for this trading out of these two cities of importance. Let us now consider the rackage in Argentina, 1,600 miles in Uruguay and some 300 miles in Paraguay. (Latest edition of Literary Di-Atlas). We find Buenos Aires and Montevideo natural rail centers with 90 percent of the lines within 400 miles of the two cities. The popuorder to understand this one should consult a good map of this region and pear in mind the following population the latest atlas of the Literary Digest: Argentine, 8,533,000; Uruguay, 1,494,-000; Paraguay, 636,000. Principal Buenos Aires, 1,692,327; Rosario, 250,000; Cordoba, 135,000; Tucumen, 100,000; Mendoza, 65,000; La
Plata, 135,000; Bahia Blanca, 37,735;
Montevideo, 361,950; Asuncion, 99
S36. The miterprise in the Plate
countries is agriculture with countries of the Plate
countries is agriculture with countries in the plate cording to Mr. Fischer, demands a red countries is agriculture, while commerce plays a great part and causes the cities in disproportionate amounts. In other words, the ports are supreme

One must bear in mind the re versal of seasons in this land but that the climate is, in many respects, similar to that of our own United States. Due to the lack of moisture in many regions, early and late frosts and inare far from ideal. The main districts are near the large cities as a rule and more noted ones are: Tigre, an island or delta district of the lower Parana the Rio Negro, Mendoza, valleys of e Andean foothills in the territory the Neuquen, where conditions are milar to those of our Pacific North-

are small and seldom exceed 25 acres, while those in the fruit-growing rethree hundred acres in mixed fruit plantings. Many orehards are operated by Italian gardeners near the cities ring to the old industrial census of Argentine in 1908, we find the number of apple trees to be 1,200,000 and in Uruguay in the same year there were

5,000 acres of apples.

The policy of the buyers of Argen tine, Uruguay and Paraguay is to buy the fruit in the orchard. This has come about through the grouping of dealers in the seaports and the fact that they are, as a rule, of the sam nationality. The agents of these firms contract for the fruit and place a foreman in charge of picking and packing operations in each district. In smaller towns small jobbers buy up fruit and ship some and sell some to their own local trade. There is a tendency and strong demand for more di-

rect sales by growers.

Growers in the Argentine receive special dispensations by the railroads. from one-half to one-fifth of the reg-ular rates and is sent on through trains as well as passenger trains. In there are some individual exporters to eral societies or organizations that market fruit as wholesalers. These one link between grower and These societies are the groupng of small firms around a strong firm for financial protection and mutual Wholesaling and retailing is carried on in privately owned market nouses of which there is at least one in every city. Refrigeration is taken care of in Montevideo by two brew eries. In Buenos Aires fruit may be refrigerated at the two market house storages and most of the other cities

have small space available Standard European and American orts have not proven successful in this Plate country, and the three more is quite extensive in the cities. The eason is from January to April with a lengthening to November by storage. In order to compare with prices on apples from the United States, I quote Mr. Walter Fischer's report, "South American Markets for Fresh Fruits;" During the month of February (1916) in Buenos Aires fruit containing from one and a half to two ordinary bushels in grain sacks were selling at \$1.06 to \$1.27 U. S. currency; baskets holding one and one-balf bushels of somewhat better grade went at \$1.06 to \$2.55." He states that 50 pounds of Cara Su-cias sold at \$2.12, while 40 pounds of American boxed apples were offered

In the previous article on Brazil countries, and other matters that are similar to those found in the Argentine region. Therefore, points of difference will in the main be noted in this dis-

Portugese element in the Brazilian population. We find more fruits from Spain and Italy prevalent in the Plate

and offer no severe competition to American-grown apples. British and Canadian apples offer more resistance to the American-grown and the British Columbia boxed stuff is directly in competition with the Pacific coast. New Zealand fruit competes with the Argentine apples as they arrive at the same time as they are being put on the market. Several ship companies offer fortnightly service from Wellington to Montevideo and make the trip in around 23 days, as compared with 17 days from New York. Thus we find New Zealand and American apples New Zealand and American apples having a more or less clear field with overlapping on the ends of the seasons. New Zealand apples enjoy a lower ship rate and are shipped often without re frigeration so that they arrive quoted c. i. f. at a lower price than the boxed apples of the United States. They arrive fairly fresh and are well liked by dealers because of the larger possible profit realized. Their arrival comes from March to September and are times held in storage later generally being, thus, a loss to shipper or importer. We find then the Canadian and British apples our greatest competitors in our season; the New Zen-land apples the greatest out of our season unless stored or shipped late; and the Argentine and Uruguayan apples next greatest; but also out of our season and of inferior quality.

In considering the trade in apples from the United States to the Plate countries, it is well to bear in mind that a few extra days must be added to the service to Brazil to arrive at these southern ports of the Latin-Americas. In spite of this drawback, exports to these countries have almost every year exceeded those to Brazil According to Walter Fischer in his for Fresh Fruits," boxed apples have

constituted the greater part of shipments to the Plate countries. Most of the varieties of the west coast have been tried. Many dealers advertise these as manzanas de California or manzanas de Canada (California or Canada apples). Small apples do not apple and is not so particular about the flavor as the Brazilian. Delicious, Spitzenburg, Winesap Gano, Black Bens and Romes are well liked in Buenos Aires and Montevideo. The brand plays an important part in the Plate market, as the dealers and reand uniform fruit of standard quality. Both fancy and extra fancy grades are in demand and sometimes there is little distinction made in the price charged. They (fancy and extra fancy grades) are usually demanded in equal quantities. In 1915-16, eastern barreled apples shipped from the United States were about 33 per cent of the tothe Plate region and barreled apple keep better; there is a larger industri ury; there is a possibility for a large profit on a barrel to the dealer. Dur ing the native apple season the work ing classes, who are more European i their tastes, get used to cheap apples. This demand is taken care of in part from the barreled Bens shipped from the eastern United States. Other

some difficulty with substitution of in ferior grades. This results in loss to dealer and eventually to the shipper. Freight rates are about the same to all east coast ports, namely : in barrels \$.75 per cubic foot (bbl. displaces 61/2 cu. ft.); in boxes, \$1.00 per cubic foot (box displaces 1 cu. ft.). This is under refrigeration which usually is kept around 35 degrees. There is fortnight ly service from New York to Buenos Aires and Montevideo, taking 17 days to Montevideo and 17 to Buenos Aires. Lines now operate from our west coast to east coast of South America ports

eastern apples can be sold to the mid

out well in barrels. There has been

Similar exporters send apples to the Plate region as to Brazil, although each port. There is more interest shown in direct shipments by growers in recent years, due to the large profits available. This is justifiable if handled properly and if dumping is prevented. Consignments must be looked into very carefully before any goods are released in this manner There has been considerable trouble in all South America with consignments of apples whenever made and Argentine and Uruguay dealers offer

no better security for the shipper. There are only a few apple importers in Montevideo and Buenos Aires. towns and cities in the interior and at Asuncion. These men or firms are nearly all of Italian stock and they noted native varieties commonly stick together for mutual benefit as grown are: Cara Sucia (dirty face); was previously mentioned. As in Bra-Blanquita (small white); Rayada (striped), the names of which are very suggestive. These apples are not of are the direct agents of New York burst of the commission houses, which are the direct agents of New York burst of the New Yor suggestive. These apples are not of are the direct agents of New York high quality, are oftimes wormy, and houses. These agents keep the New are used for the cooking trade, which York or American exporter informed as to the condition of the market, demand, other importations, etc. Details and correspondence are carried on with this agent who should be a dependable person. This man is a great help in case of complaint or claims and fully repays costs of his commission.

In regard to cold storage costs, it might be well to note that the rate of ic per box per day was in force in Mantevideo while plants in Buenos Aires charged .6c to .8c per box per fresh fruits into Argentine, but Uru-guay charges 15 and 20c per box. It cost around 10c to get the apples (one box) to the storehouse of the importer

According to Mr. Fischer, wholesalers in Buenos Aires aim to make from

the downtown sections except in res-Department stores have Buenos Aires and make very attractive displays. In Montevideo groceries take the place of the department stores, but this is the only place where groceries have a large trade in apples anywhere in this region. From the foregoing report it appears

that we have a considerable trade in It is larger in fact than that of Brazil discussed in a previous article. The problem confronting the grocer is how may this be increased or how may the present trade be held. Several suggestions are perhaps advisable. One of these is to sponsor and support the United States Shipping Board lines, so that they can afford to keep up their refrigerator service to these South American ports. It appears that this done. The Packing House News of February 1 quotes Mr. Pike as stating between January 1 and November 15 the shipping board service had carried 7,272,608 pounds of fresh fruits to the United States from Argentine. A shipment of 9,000 cases of apples and pears recently arrived in Argentine from San Francisco. It is this kind of return voyage shipments that will insure success of the shipping board venture. Mr. Fischer, in his report, suggests a one-way freight line to carry apples from the United States to South America and then return to London or New York with meats from lines in order to have this type of guay is a good market for American apples and that they sold from \$.70 to \$2.00 per dozen Uruguayan currency (\$1 U. S. equals \$1.24 Uru.). He states that the market is wide open plea for the reduction of fruit freight for American apples and that sales can be increased by lowering the price. "Few can afford apples. They are considered a luxury." Direct shipment by "Few can afford apples. They are considered a luxury." Direct shipment by growers or organizations of growers is a very possible manner of placing our-apples in the Plate markets at a River Traffic Association; this comchenger quotation c. i. f. and as was growers or organizations of growers heaper quotation c. i. f. and, as was stated in the former articles on Brazil, meeting." another method would be to place a American who knows the field harge of an export department in the field. A very possible method for the enstern grower to get into this profit-able field would be for him to attempt a new package. This might take the tailers repeat orders on a well-known form of the box, the half barrel, the brand. They desire careful grading egg crate with improvements, a new form of the box, the half barrel, the apple, or a better packed barrel. If the Argentine market demands color and is willing to pay for the color and is willing to pay for it, there should be no difficulty in finding a number of suitable good-keeping vari eties with an abundance of color to supply the demand. Baldwins, Romes Canada Red, Jonathan, Northern noted ones are: Tigre, an island tal sent to Buenos Aires and 40 per tal sent to Buenos Aires and 40 per tal sent to Buenos Aires and 40 per tal sent to Montevideo.

Cordoba mountains, the valley Rio Negro Mondors valley and is thus explained. This is much higher than to Brazil place the Ben Davis as the leading otential market in the region of the River Plate. It is up to the growers

> Underwood Bouquets and Brickbats I. R. Zeigler, who has been employed by the state on the Evergreen highway dle classes at slightly lower prices than the high c. i. f. quoted boxed apples. to keep the Underwood section of the ame in good condition, has for the The Bens are not a trade stimulator and should not be pushed on the trade at high prices. Kings, Baldwins, Yorks, Romes and others have proven past month rendered splendid service because Mr. Ziegler believes a public office is not a private perquisite but a public trust. He is a splendid worker and gives full value for money re-ceived. It is the ambition of some patriots not so much to serve the country as to have the country serve them To this class undoubtedly belong the small two-by-four gum shoe politicians of Skamania (Sinnyman) county who had Mr. Zeigler recently removed for no cause but to gratify personal spite and serve political scullduggery. The voters ought to take notice at the coming primaries, and use discrimination and intelligence in casting ballots. When offices and taxpayers' money can be used to reward friends and punish enemies our public service has gone to a low stage of degradation, sordidness and corruption, such as we have lately seen revealed in our na-tional capital. Never in the history of the Republic has anything like it been witnessed. Has the thing become epidemic, extending to our counties villages and school districts? worst of it is public apathy and indifto national and local disgraces. In our great national scandal most strenuous efforts have been made to turn the attention of the public to the manner of exposing guilt, as if that were the vital matter, until the articulate opinion of the country rather sympathizes with the culprits ered the crimes against the public There never has been a greater betray al of the American people than that a greater betrayal of the Integrity of ig business than that by Doheny and Sinclair, yet as far as known no busiof commerce have scorned and repu diated these corruptionists, but have for muckraking and the kind of esses, the boon companions of the culprits, it was compelled to summon! There may be danger here one of these days, even for big business. It was different 50 years ago when

member of Grant's cabinet and his private secretary were convicted of be-traying and robbing the public. There was instant and universal condemnation of the criminals and high commendation for Secretary Bristow exposed them. Blaine was forever made ineligible for the presidency be doing. Has there been a degeneracy in public morals? Has the mass of oil and materialism obliterated our clipped the wings of our soul? The \$.85 to \$1.27 per box profit or from 20 to get her just share of state money to 30 per cent on the cost to them and are satisfied with 10 to 12 per cent on all packages. Many retailers make as high as 89 to 100 per cent on their transactions. transactions.

American fruit has been observed in most all of the towns of any size throughout the Plate region. Whole-share have made arrangements with salers have made arrangements with small town dealers and cover the country of the cover the cover the cover the country of the cover the cove

region because of their racial stocks. New Zealand is a heavy shipper to this region also. In Crops and Markets, Volume I, Number 4, we find; The racial rates are fairly reasonable to interior towns, it costing about 32c express to Bahia Blanca, some 400 miles; 45c to Tucumen, 700 miles.

Prench, Portugese, Italian and Spanish apples arrive earlier than American apples and disappear earlier. They arrive from August to November the down town sections apples and disappear earlier. They arrive from August to November to the down town sections are recommended in the first sold in the down town sections are recommended in the down town sections are recommended in the first sold in the down town sections are recommended in the first sold in the down town sections are recommended in the first sold in the down town sections are recommended in the first sold in Mount and the Ten Commandments have no place in a political campaign."
The politicians who believe and act on that superstition are likely to get

Republican parties, and the one that received the prize was as follows:
"The Republicans say a Democratic administration is bad for business. The Democrats say a Republican administration is bad for business, and worth while.

Dr. L. O. Howard, chief, division of entomology, U. S. ment of Agricultures was in

ed to capacity and an immense thin-ning job is in progress. Cash buyers are reported to be in the field and their proposition will be about the only one considered this year. It will

R. W. KELLY HEADS

The Hood River Traffic association to South America and then return to London or New York with meats from there. There is no doubt but that the United States must build up its own lows: R. W. Kelly, president; Williams of the walley of the control of lines in order to have this type of liam Irwin, vice president; C. H. trade assume its largest proportions. Castner, treasurer, and A. F. S. Steele, In a letter from the American vice- W. R. Woolpert, J. C. Duckwall and consul in charge at Montevideo, Uru-P. L. Tompkins, additional directors. guay, May 16, 1923, he states that Uru-William P. Allyn was named secre-

After considerable discussion the mittee to report at the next regular Regarding the Florida rate case, the

secretary was instructed to write R. G. Phillips, secretary of the National Apple Shippers Association, and H. F. Adams, of the Union Pacific, as a follow-up, on the requests already made by the Apple Growers Associa-

FIRE PREVENTION

Boy Scouts of Hood River are co-operating in circulating pledges of members of "The Stop Forest Fire Association" here. Sponsored by the Oregon State Chamber of Commerce, which will forward windshield stick. Oregon State Chamber of Commerce, which will forward windshield stickforest fires to all members, the move-ment to prevent destruction of the state's wooded wealth has been sancof the United States to develop that tioned by proclamation of Governor market and find a place for some of Pierce. Members of the Scout troop the apples that are causing such low will endeavor to win a prize offered for securing the largest number of average prices as have been prevalent

members of the association.

No fees will be charged. The object of the campaign is to impress upon the individual a sense of his own ping forest fires and protecting our great timber resources.

last Thursday to elect officers for the coming year. Virginia Abraham ST. MARK'S PLANS was elected chieftess; Evelyn Brune, ST. MARK'S PLANS was elected chieftess; Evelyn Brune, princess; Wilma Murphy, secretary; Anne Wiest, treasurer; Kathryn Per-igo, scribe; Inez Young and Ardis Jones, publicity committee; and Ruth Carter, sergeant-at-arms.

This will be the last meeting until the second Monday in Sep-The Camp Fire girls have charge of the sale of refreshments at the

chautauqua. .

Market Road Completed H. W. Hopkins, Portland contractor

ast week completed an approximate mile of concrete paving on the West Side. The new stretch of paving is an extension of concrete surfacing begun three years ago. It gives West Side orchardists more than three miles of payement. The contract of this year under the market road law called for expenditure of an approx-imate \$26,000.

The concrete will be set and ready for traffic of apple hauling by the time Bartlett pears are ready to move in August.

Crites is Appointed

The county court last Thursda accepted- the resignation of L. B. Gibson, county school superintendent cipal of the Hood River high. was appointed to fill out his unex-pired term. Mr. Gibson will leave the office September 1. His term expires January 1.

Mr. Crites is the nominee of the Republican and Democratic parties

for the office and will automatically be elected to the position at the November election.

Firecrackers May Have Caused Fire foot perch on a derrick. He Passing motorists, who threw fire rackers into the dry brush alongside he Columbia River highway, are thought to have started the fire which furnished pyrotechnics for late which furnished pyrotechnics for late now engaged in the harvest of wild travelers last Friday night and which blackberries in the wooded area of threatened to destroy ranch places just west of town. By aid of a motor pumper of the city fire departing the county, washington, just across the Columbia from this county, tor pumper of the city fire departing the county, which was called three times; penetrate the wilds with their autothreatened to destroy ranch places large expanse of sightly shrubbery, however, was left in unsightly ruins

Trash Fire at Tum-A-Lum

When trash in the yard of the Tun A-Lum Lumber Co. was ignited Saturday night the volunteer fire de

BERRY ROOT WEEVE IS SERIOUS PES

ministration is bad for business, and both are right!" The above has been written not at the request of Mr. Ziegler or any politician, but solely in the interest of good citizenship and clean politics, for which we believe The Glacier and all right minded people stand.

The apple trees hereabouts are loaded to capacity and an immense thinger of pursuing control me where in this area in order to dete mine some feasible method of contro W. KELLY HEADS

H. R. TRAFFIC BODY

Though no immediate assistance we promised by Dr. Howard, it is mothan probable that this assistance and be obtained if growers and shippers make an urgent demand from the control of the promised by Dr. Howard, it is mothan probable that this assistance we promised by Dr. Howard, it is mothan probable that this assistance we promised by Dr. Howard, it is mothan probable that this assistance we promised by Dr. Howard, it is mothan probable that this assistance we promised by Dr. Howard, it is mothan probable that the promised by Dr. Howard, it is mothan probable that the promised by Dr. Howard, it is mothan probable that the promised by Dr. Howard, it is mothan probable that the promised by Dr. Howard, it is mothan probable that the promised by Dr. Howard, it is mothan probable that the promised by Dr. Howard, it is mothan probable that the promised by Dr. Howard, it is mothan probable that the proba

Because of the rather serious drouth conditions prevailing through-out California, there are many sec-tions of the state where fruit growers do not appear very prosperous.
Where irrigation is short or lacking,
fruit is of very poor size and the
trees show signs of drop. We often
feel Hood River is subject to all ailments that exist as far as fruit proments that exist as far as fruit production is concerned. However, averaging orchard conditions throughout the state with California, I failed to see many places appearing superior and more prosperous than is true of this community.

BILLY SUNDAY SLAYS BOTHERSOME HAWK

here to deliver an address at the anual chautauqua, called Monday twist Rev. Billy Sunday on the latter's Odell country place, Rev. Billy and "Ma" were showing their guess who was accompanied by Ed Abbott D. R. Reeder and Reece Hathhor about their grounds. Rev. Sunday much interested in birds. With enthusiasm he was telling of the friend lines of his feathered neighbors of the woods surrounding the Sundahome. He declared, however, that sparrow hawk had been the worry of the nesting birds of the wooded park Even as Mr. Sunday and his guest talked a sparrow hawk was seen to swoop down among the branches of pine. Mr. Sunday rushed to the house and returned with a handsom shotgun. He stalked the maraude and let go. His broadside with the

his health had been restored, even now he is planning the laun lang of his first campaign at Elmi Talcakwa Camp Fire News
The Talcakwa Camp Fire girls met the Methodist church at 3 p. m.

N. Y., early this fall. His choir leader, Billy Rhodeheaver, who has been on a tour of the world, will return in time to join the evangelist's party in Elmira.

NEW PARISH HOUSE

Plans have been completed by Law-rence & Holford, Portland architects, for a new parish house for St. Mark's Episcopal church. The rector, Rev. Lindley H. Miller, says that construc-tion work on the new building, which will cost about \$6,000, will begin the latter part of this month. The parish house will be of frame construction. Plans are also under way for the construction of a handsome new church edifice here. The church, cording to tentative plans, will of stucco construction.

Salvation Charioteers Here

Traveling aboard a huge motor truck, equipped with a body like a miniature Pullman car, the Salvation Army charioteers, en route from Se attle to southern California arrived here Tuesday and remained enough to give a street concert. Six picked Salvation Army bandsmen and singers are accompanying Com-mandant Barnes on the trip. They will travel as far east as Pendleton, they stated, before turning back over the Columbia River Highway the Columbia River Highway and traveling from Portland through the Willamette valley.

North Bank Worker Injured

Knocked from a steam shovel last week while working on the Hamilton creek bridge on the North Bank highway near Stevenson Mark Giles suffered a broken arm and badly bro head and body. He was engaged in splicing a steel cable when machinery was started, knocking him from a 15 rushed to the Stevenson hospital.

Scores of summer vacationists are the orchard homes were saved. A large expanse of sightly shrubbery, however, was left in unsightly rules. senson. The huckleberry crop, which will mature later, will exceed blackberry yield.

"Doe" Maddux has started an au