SOUND ADVICE

The address given by R. C. Brock a the meeting in the court house on Friday evening of the Kootenay Fruit Growers' association, was admittedly of so high a character, and contained so much of general interest to munity at large that The Daily News a verbatim report and this morning places the same before its readers

Mr. Brock has been appointed secretary of the [K. F. G. A., and his first public utterance has made a deep impression.

C. W. Busk, Esq., Chairman. D. C. McMorris, Esq., Secretary.

About 45 members present. The minutes of the last meeting were

read and approved. Chairman stated that the meeting had been called to introduce the newly appointed Manager, Mr. Brock, to the members, and to present a scheme with regard to finances that had been

drawn up by the Directors. The resolution proposed by Mr. Ford of which notice was given at the last meeting, to amend the provisions of the constitution relating to the election of Directors, was read by the secretary. Mr. Ford—The idea is to avoid the possibility of an entirely new board being appointed at any time, which may not be conversant with the business of the preceding year. Under the arrangement proposed at least half of the Directors will be familiar with what has been done in the previous year: it assures a stability which is not otherwise ob-

tainable. Mr. Hulbert-I do not see the advantage of the plan proposed. If you have elections annually you choose the

most suitable men. Mr. Johnstone-It sometimes happens however that the man who receives the most votes is found to be inefficient in practice. Under the system proposed you can select the six men who have proved to be most capable. With the permission of the meeting,

Mr. Ford amended his motion to read as follows: "That at each annual meeting six of the members composing the Board of

Directors for the last preceding year be elected to serve for the coming year and after that elections be held to replace the retiring directors, who shall also be eligible for re-election." Seconded by James Johnstone, Esq.,

and carried unanimously. A resolution proposed by Capt. Mc-Morris, of which notice had been given at the previous meeting, was read, as

llows 'That the date of the annual meeting + fixed for the first Wednesday in Feb ary in each and every year and that ie financial year end on the 31 st De-

omber in each and every year." Seconded by Capt. Paddon. Mr. Ford-When the date of the an-

nual meeting was the first Wednesday in March it brought the election of di-rectors on in the midst of negotiations regarding the coming season's business. It might be that the newly elected Directors chose to adopt a policy entirely different from that of their predecessors, in which case it was necessary to start egotiations all over again and what been done was wasted. The date was changed to November, but it was found that business relating to the apple | for th sum of \$85 each; that is a hint of crop of the season closing was not com-pleted at that time. Therefore, it is considered that the date proposed overcomes both these difficulties and is most nitable

the most convenient date that can be found for the closing of the financial considerable expense, which I, for one cannot well afford, at the same time we vear.

the Board of Directors elected as early and it is no use riding the horse to death at the start. Let the Association as possible, is in order that boxes, etc., could be arranged for early and members could work on them during the winter. I think the solution of thet difficulty would be for the Directors for rectors will be willing to accept their the present year to order the boxes in portion. the fall for the coming season. H therto they have not cared to do that as it Mr. Hulbert's remarks. might appear as interference with the affairs of their successors. Mr. Boyd-As to the expense; some of the Directors who live in or close affairs of their successors.

the coming year in the fill if they taink most efficient directors might be men it desirable.

mously. Resolution proposed by Capt. Paddon, of which notice was given at the last spend this money. Take the delegates

meeting, was then read as follows: t the bylaws be amended, etc. "Tha That the Directors may refuse for shipment any fruit not considered prime for They may also refuse to reany cause. ceive fruit for shipment from any person who has not shipped with the Association regularly during the shipping season for such fruit, when in their nt the receiving and shipping of same would be detrimental to the interests of the regular shippers of the As-

sociation." Seconded by J. J. Campbell. Carried unanimously Resolution proposed by Capt. Paddon,

of which notice was given at the last meeting, was read, as follows: "All shareholders in the Association are held to ship all fruit and produce by and through the Association only. Vio-lation of this rule renders the member liable to suspension from the privilege of buying and selling through the association for a period within the discretion of the directors. Any member so dis-posing of fruits and produce other than through the Association shall be held liable for the regular commission on the amount of sales so made prior to his Mr. Hulbert seconded the motion. "If

ion agents will soon catch on, and cut prices.'

(Question was asked whether it would apply to jam and preserves. The Chair-man and others stated that it would

Mr. Johnstone-This bylaw is absolutely essential by reason of our con-nection with the Central exchange. It has a large staff of men in the field and the best methods of planting, pruning, able to make starting in.

a position to firms they must be in a position to guarantee that they will get the proluct of certain acreage, we cannot guarantee the crop, of course, but the representatives of the Exchange must be able to guarantee the fulfillment of our engagements unless prevented by natural causes. Mr. Busk called attention to sub-sec-

in order to get orders from the best

tion A of (t) "One of the objects of the Associa-Mr. Hulbert-Would this apply to one

who, like Mr. Johnstone, for example, was acting as manager or repres tive of someone else who was not a member of the Association? Mr. Johnstone-I think if one were

representing anyone not a member of the Association it would not apply, so far as that non-member was co but they ought to be a member. Mr. Russell-If it is to apply to jams and preserves, I should like it plainly understood so that people may not go into it except with their eye

Mr. Busk-I do not think it would ap-

ply to pams and preserves. Mr. Russell—Does it conflict with the obligation of the members of the Farmers' Associations to ship t truck through the Farmers' Association' Mr. Johnstone—I am a member of the Farmers' Association but I did not know there was any such obligation. Mr. Busk-I do not think this Asso-

ciation can take into consideration the rules of any other society. A Member-We shall have to drop the Farmers' Association, that is all.

ssell-If you do not belong to the Farmers' Association, you do not get the bulletins.

Mr. Ford-I strongly favor the motion What the Association has suffered from hitherto has been lack of support, members would sell privately out of the back door all they could, and what could not sell so they would try to sel through the Association.

Motion carried. Resolution proposed by D. A. Boyd, f which notice was given at last meet-

ng: "That Directors and delegates of this association be paid their travelling and hotel expenses incurred while attending to the business of the Association; ho-

tel expenses to be limited to \$2 per day, to take effect on and from the date of the last election, November 6, 1907. Mr. Boyd-At present each of the Directors who live outside of Nelson has

to pay from \$50 to \$100 a year to come down and attend to the business of the Association. The Directors give freely their experience and knowledge and time and to expect them to pay their own expenses as well is like a charity organization

Seconded by Mr. Greenwood. The million was then put to the meet when about ten voted for it and (Mr. Hulbert) against.

The Chairman pointed out that a majority of two-thirds of the members present was necessary to alter the constitution and bylaws.

Mr. Appleton-I do not think the affairs of the Association are in such shape that we can afford to pay the Diectors' expenses, and I think it would be well to leave this matter over for 12 months.

Mr. Busk-I may say, that some o the Directors have nledged their own credit for the benefit of the Asso what the Directors are doing for the Association for nothing.

Mr. Hulbert-I oppose this resolution for the reason Mr. Appleton has ad-The Directors accepted their vanced. Mr. Brock-I think December 31st is office with their eyes open. It involves have as an association heavy expenses have as an association heavy expenses to meet, we want to make it a success, year things are in better shape and there is something to share out, the Di-

Capt. Paddon-I absolutely agree with

Mr. Ford-There is no reason why the i to the city would have no expenses, ex-Directors should not order the box's for . cept perhaps meals, but some of your who are working on the land, who live The resolution was carried unani- out of town, who have been working on the land for years and are not men of means and are not in a position to the convntion at Revelstoke; the expenses were over \$02 each for that. think the Association should nay the

expenses incurred by Directors in connec ion with its business. Mr. Russell-I think the matter m'ght e met by a special vo'e; in cases, fo example, where they have an all-night

neeting and have to stay over. Mr. Hulbert-I do not think payment of Directors is a usual thing in such associations as this. Possibly at the end of the year, if the condition of the finances warrant it. an honorarium is voted; that may happen to be the case with us. . In the case of delegates it is usual to do so, because they go right away from home, have to leave their own business entirely for perhaps some days; the Directors are not quite that position

Motion Jost The Chairman-The Directors have a financial scheme which Mr. Campbell

vill present to you. Mr. Campbell—This arises in connection with the duties delegated to your committee practically beginning at the last general meeting, when it was decided to try and put the Association on a proper basis to fulfill the work it ould do and be an Association in fact you act on your own account the com- as well as in name. With that in view, the bylaws have been amended as you have heard this evening, following the lines of the Hood River Association and on the same lines the committee has been successful in securing Mr. Brock as secretary. Now it is necessary to provide for Mr. Brock's salary and

his expenses to enable him to go about and visit the ranches and advise as to

ally perhaps packing, which I do not think any of us really know thoroughly. We have set out to follow the example of people who have of people who have been successful in other places, and we have taken Hood River as our model. To take an ex-ample and determine to follow it, is more satisfactory than constant arguing as to what methods are the best. But we are in this position, that whereas older associations have a large product to ship and it only requires a light tax on shipments to provide for the expenses, many of us are chiefly interested at present in getting started on right lines, so that our ranches will be profitable in future, than in selling the product now. At present selling is not difficult with us, on account of our good market and the quality of our local ruit. The matter of chief importance at present is to correct any mistakes we may have made and start right, and our idea is that a great part of Mr Brock's salary will be earned by the advice he is able to give us on this point. Therefore, in devising a system to produce the revenue required, in order that it shall not bear too heavily on shipments and so discourage people from joining the Association and that those who have no shipments to make but will derive great benefit from Mr. Brock's services in other ways, may contribute fairly to the expenses, this scheme is proposed. As I suggested the scheme to the Directors it falls to me to propose it to you, and I do so the more easily as I shall be in the class that will be more heavily taxed this way than by the other method. (Applause.) First, I propose that there shall be an assessment on the acreage that is either

cultivation, packing and so on, especi-

under cultivation, or that it is planned to bring under cultivation during the coming season. That is a matter that will be to some extent voluntary on the part of the members to say how much they will have and about how much they expect to have, so as to arrive at as fair division of the burden as possible There will also be a percentage tax

on sales and purchases. We have made a rough estimate of the expenses, including Mr. Brock's sal ary and travelling expenses, and I think we should aim at a revenue in excess of the estimate. We shall, of course have expenses for several months be fore there is any income from shipments. The following outline may need amendment when we have further in formation as to acreage and are able make a better estimate of the value of shipments, but at present we think this would be a fair basis: 1. Acreage tax to make up about

\$1500 per annum. Percentage on fruit and vegetables sold through the Association, \$2000 per annum

3. Percentage on estimated purchases of provisions, fertilizer, boxes, etc, \$1000. Payment for special advisory vis-

its of manager at the rate of \$10 a day and expenses, said visits to be such as may not be considered reasonably cov ered by the acreage tax. The cases where the last named

charge would be imposed should be left to the manager and executive. It would prevent thoughtlessness or selfishnes on the part of anyone, in making unfair demands on the manager's tin e at the expense of the other members. Mr. will consider everyone's needs and the cost of that will be covered by the acreage tax but anyone wanting more frequent or special visits would more frequent or special visits would of the meeting. be expected to pay this extra charge and Mr. Johnstone-I am going to it would enable a check to be made on Coast on Saturday and shall see Mr.

that sort of thing. We think this scheme will enable the expenses to be met, and not impose an undue burden upon anyone. In regard and was anxious to know what arrange to the acreage tax I have spoken to ment would be satisfactory to the grow some who have no trees and they seem to be favorably impressed, and to con-season. He was prepared to start some sider it was a fair and wise arrange-ment. scheme like the Northwest harvest ex-cursions, giving special rates to city peo-

I therefore move that the plan stated be adopted. (Great applause.) Mr. Hulbert—I second the motion. I and picking berries. I should be glad think this is proceeding along right if the meeting could give me some idea lines. Our past experience has disastrous and costly, yet we all have to buy experience and in the future we may algree that we have not bought it too dearly, if we get our Association going on right lines now. Regarding the acreage tax, so far as my information goes, it will not be very heavy, and in any case it is only fair that the man who is able to cultivate 25 acres should pay more than the man who only cultivates 5 acres; because he will need and expect to get a greater amount of help and advice and time from Mr Brock than the man with the five acres. His problems will be greater, the man with the large acreage cannot give it the personal attention that the small man gives his, he has to depend on others he employs and they make mistakes which he has to have rectif ed and he looks to Mr. Brock to set him right.

Regarding the charge for Mr. Brock's special visits, the idea is to eliminate as far as possible any misunderstanding that is, we do not want Mr. Brock to b expected to go out to one ranch and stay there three or four days, so that no one else can get hold of him. In such cases special payment should be made. The idea is that Mr. Brock shall go about and visit all the ranches, spending a few hours or half a day or a day on each as required, but those requiring more than this should compensate the Association for it. (Applause.) Mr. Brock-In order that there shall

be no possibility of misapprehension about this charge of \$10 a day, I wish to say that it is not being paid to me, but is to go into the treasury of the As-sociation and be part of the funds for maintaining the society. I want it dis-tinctly understood that the Association. pays me so much a year, and there is no rake-off besides that; there is nothing

more coming to me. Mr.-I am thoroughly in accord with everything Mr. Campbell has proposed. I think there is no one here who will appreciate the services of an expert man more than those men who have been in the busi-ness a number of years and know how many mistakes the average man is 11- eral green berries with the ripe ones and

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Mr. Ford-I am heartily in favor of the plan proposed. It is so arranged that the cost will not fail unduly on any class, those who are not shipping but have a large acreage under cultivation and need advice, and those who are purchasing supplies will all bear their share. The plan provides for an in-come of about \$4500, which will be suf-ficient to pay Mr. Brock's salary and expenses and leave about \$1000 for in cidentals. A Member-More than that.

Mr. Russell—I do not think we can improve on Mr. Campbell's proposal except in one respect. Some of us, I am one, a black sheep I suppose, are holding a lot of land, of which we hope to sel portion. I can ask Mr. Brock to com and tell me what to do with it, can use his report. Don't you think am getting an unfair advantage A Member-You can pay for it.

Mr. Russell-Ten dollars a day; that s very cheap. Mr. Astley-I am a member of the Association; Mr. Brock, I understand, will come over the river every once in a while, whenever possible, and giv me the benefit of his advice. I pay my acreage tax of course, but I unders that so long as I do not monopolize Mr. Brock's time to the exclusion of other members I am not required to pay the to pay the \$10 a day: is that correct? Mr. Campbell-No; the idea is that this charge provides a safeguard which the manager and directorate can use in their discretion to prevent anyone run-ning the thing into the ground, making an unfair use of Mr. Brock's services We consider that the extra charg should only be made where a man ha already had his fair share of attentio from Mr. Brock and then wants some

further special services. The acreage tax is supposed to cover all reasonab ordinary services. Mr. Busk-When he goes of his own accord? When you send for him spe cially, you pay the extra charge? Mr. Campbell-That was not my pretation exactly either. It might h hat a member has not had a visit i

the ordinary course, and tells Mr. Broc he would like to see him. I think it might be left in the hands of the Directorate when the charge should be pro Mr. Campbell-We need some mone at once. I therefore make a suggestion vote we open a list for cash

tions, which shall be credited to the embers of the Association agains heir taxes, when the taxes are deter nined. I shall be glad to start the lis with \$50 Mr. Johnstone-I second the motion

with another subscription of the same amount. The Chairman-It might be well to confirm the appointment of Mr. Brock by the directors. I think it would be nice if someone not on the Directorate would propose that the action of the Directors be approved. It would greatly

strengthen their hands. NEW BUSINESS

Mr. Appleton-Can we settle prices for strawberry picking? I think we per day. should settle what we are willing to pa now, and not be cutting onen another throats later on. I The Chairman—If you wish to make motion it would be in order, though I do not think it is a matter the Associa-

tion can deal with: I think it would bet ter be left to the executive. Mr. Campbell-I approve of Mr. Appleton's suggestion to get the opinion of the mee

Marpole, the assistant to the 2nd vice-president of the C.P.R. He brought up the subject of pickers some time ago ple to spend a month or six weeks in that I could officially bring before Mr. Marpole as to numbers required. think an arrangement such as this would be very beneficial to this district.

Mr. Ford-Are you aware that the pickers you suggest would require the best of accommodation? Mr. Johnstone-I think tents would be suitable.

Mr. Ford-They would be women and children chiefly? Mr. Johnstone-Yes; I think tents and blankets and stoves would be all that

s required. Mr. Ford—The price of picking seen to be increasing every year. It is en-tirely due to one man bidding higher than his neighbor. Four years ago I think we paid 30 cents, since then it has started at 30 and 40 and run up to 50 cents and higher. I therefore strong ly urge that some figure be decided upon and adhered to. We should also like to know what accommodation will be

required. Mr. Johnstone-Mr. Marpole will want to know how many pickers we can use and he will advertise special rates for certain numbers. The pickers would be under the supervision and distribution of Mr. Brock.

Mr. Brock-As to prices, I suggest that slips be passed out among the members and let them name a minimum price and the most he should pay; that would be better than calling upon members to state it publicly before the meeting. From these slips I could arrive at a

figure that would be suitable. Mr. Boyd-Mr. Campbell said some thing about Mr. Wigen's advice being to pay by the halleck instead of by the crate; what was the reason of that Mr. Campbell-Mr. Wigen gave a talk and one of his emphatic messages was, "Don't pay Indians for picking by the crate." He did not say why. One reason I think was that the portion picked be tween 11 and 5 o'clock should not be finished and packed that day, and if you pay by the crate they will fill the crates and turn them in completely fill-ed. Mr. Wigen has an overseer in the field to see that they do not pick sev-

throw the green ones away; then he has price agreed upon as to sell our fruit

meone taking the boxes into the packing shed and during the early part o season they are shaken down and faced. Later on when the rush comes, that is not done. He made his price \$3.50 for the first six or eight days, then for the next week or so \$3.25 and for the balance of the season \$2.75. At that The balance of the season \mathbf{x}_2 . At the time he did not spend the extra trouble facing. He made \$1 difference between his first grade and the softer, over-ripe grade. He also has a number of $\mathbf{v}_{\mathbf{a}}$ -rieties which he is testing and he finds the Warfield the best shipper among them all. One thing he does not like about the Magoon is its large size, it does not pack conveniently. Soft berries he has no use for as shippers; h considers it difficult enough to pack berries well and ship to reach Winnipeg in good condition at the best. Mr. Hulbert-Can Mr. Brock enlighten

us as to the methods adopted at Hood River and the kind of labor they em-

Mr. Brock-Up to the last few years i has been principally Indians, but lately the railways have followed the plan mentioned by Mr. Johnstone of bring ing people out from the Cities. Whole les come and they with the Indiana have picked the strawberry crop. In Hood River it is very heavy, from 100, 000 to 150,000 crates in a season. They have no trouble in getting plenty of pickers and packers. Mr. Appleton-At what price?

Mr. Brock-I am not certain; I think they paid 1c. a halleck and the packers the same. During the early part of the season they pack them from the bottom to the top. But during the rush they put them in loose and only pack the top layer. But in doing so they make the top tier a fair representation of what is beneath or very often the larger berrires are put at the bottom and the box faced with t'e average size Mr. Boyd-I understand Mr. Wigen loss not even face the top during the busy season?

Mr. Brock-So I understand. Mr. Boyd-What will the B.C. Exchange have to say about that? Mr. Johnstone — I think they will adopt the method recommended by our

secretary. Mr. Smith was asked his idea as to

the number of pickers required per acre Mr. Smith-I am not certain, we have never really cleaned up. Mr. Greenwood-I have about three

acres; I think I had three pickers and myself last year. We picked about 225 crates, when they got too ripe we did not pick any more. Mr. Russell—I had about four acres;

978 crates; we had eight pickers, six Chinamen and two white men. Mr. Campbell—I think at Bonnington we had ten pickers to four acres. That

was only the first year's crop. Mr. Boyd—An average crop of Koote-nay berries will be about 350 crates to the acre. You have to ship them within about four weeks' time; that is 24 work-ing days. Divide 350 by 24 and that will give the n umber of crates to be picked

Mr. Campbell-That would not work out well because they are not distribut-ed uniformly over the shipping season you would need more during the busy

Mr. Boyd-My own idea is six or eight to the acre, with a good crop. Of course it depends on the closeness of planting. Mr. Campbell—I think about four; then you must have your packer and foreman extra. Mr. Appleton—I should say about four.

You can't work too many to advantage. Last season we had about 18 Indians to three acres. The whole gang never worked at once except for a few days in the busy season; generally about eight took charge of the berry crop. We should count on an average number we require and the rush in the busy season can be taken care of by the Indians. Five and four and three years ago 1 paid all the way from 10 to 25 cents, years ago I paid 35 cents, last year it are willing to pay what is fair, but 40 and 50 cents is too much. Mr. Brock-How much did the pick-

ers make per day at that price? Mr. Appleton-At 50 cents they got more than I did. They can make good wages at 30 cents. Mr. Campbell-We have paid 35c.

mostly; we have paid 40 part of the time we had some green young fellows just from the old country, and I think they made \$3.50 a day at 35 when they worked steadily. I think that 35c. is a very good price, from the fact that these men were able to make that much al though they were entirely green and had no experience at all. Mr. Greenwood-I paid 40c. I had a

mr. Greenwood paid voc. I had a little boy; he would pick about eight crates a day during the best time, at other times about six. I think 35c. is about what I would like to pay. Capt. Paddon—They paid 35 and 40c. at Crawford bay, then they got stuck and hired Chinamen at \$50 a month. Mr. Brock-L think we can use the figures that have been given here as a basis on which to form a conclusion in time for Mr. Johnstone.

Mr.Did you hear what prices Mr. Wigen paid? Mr. Appleton—He paid 1c. a halleck. The Indians came to our place and were kicking, said, "Wigen no good."

Mr. Ford-It is worthy of note that though Mr. Wigen was "no good" he got all the pickers he wanted. Mr. Brock-And it seems from the reports as to his berries that he got

efficient work as well. Mr. Johnstone—I think about 35 to 40c. is the average price for the lower part of the province. Mr. Hulbert-The thing I am afraid

of is that we will not stick together. If we make a price we must stick to it and not bid against each other.

(Applause.) Mr. Johnstone—I think that it is ab-

outside of the Association Mr. Ford-I therefore move that Mr Brock be asked to figure out the probable acreage and number of pickers required and recommend a price and sub-mit same to Mr. Johnstone so he can confer with the C.P.R. when he goes to the Coast. nded by Mr. Hulbert.

Carried unanimously. Mr. Astley-Has the C.P.R. been apcoached for free transportation for

Brock? Mr. Busk-It has not been so far. Mr. Johnstone-I do not think it is any use; we applied for it for the Central association and for the B. C. Fruit rowers' association, bodies which the C.P.R. helped in every way they could shipping fruit all the way from B.C. to London for them, but they cannot grant it owing to the railway regula-

Mr. Campbeli - The railways have taken in all annual passes; they are contrary to the rules of the Railway Commission

Mr. Brock was then called upon to addre the meeting.

In his address Mr. Brock said I am going to tell you a story that may be interesting to you. About 16 years ago there was an elderly gent man in the eastern states who had met with financial disaster. No doubt some of you have had the same experience. He decided he would go west. He came to Portland, Ore., got on the boat and went up the Columbia river. At Hood River an old man got on the boat with a basket of bright red apples. They attracted the eye of the visitor, and he walked over to the old man and asked him where they were grown. "In the mountains there, to the right," the old man said (that was about all you could see, at any rate.) On his way to The Dalles the gentleman continued to think about those ap-ples. Next morning he arose bright and early, having made up his mind the night before that he would return to the place where the apples were grown. He went back. He got off the there were only about a dozen people living in Hood River at that time, there were not a dozen farms in the valley. The valley and the mountains round about were covered with a dense growth of immense timber, the pine trees aver-aging three to four feet in diameter very little of the ground was cleared, just a patch of one or two, or at most five acres here and there. He hired a saddle horse and went out to the place the old man had described to him on the boat. It was a warm fall day. He rode up to the fence that surrounded the little orchard, not more than 35 or 40 trees and found it to be very much neglected. The trees were heavily laden, borne to the ground, the weeds were right up among the limbs, stumps all around, and a general appearance of lack of care. The question came into his mind, if they can grow that kind of apples in this country with culture like. what could they do if they would give the care father did back in Ohio, when he had his garden. That visit resulted in the coming into Hood River valley of the pioneer growers of Hood River apples. He went east, brought his fam-ily out and bought land. With a total capital of \$350, he began to improve and build up an orchard of 160 acres . He went to work and cleared a little patch and planted 108 trees 20 feet apart, or exactly one acre. He had to buy sec from a neighbor because he did not fee that he could afford to buy first class rees. Those seconds are today without doubt the finest specimens of trees in the whole Hood River valley. Why? Because this man's whole future d pe ded on what those trees would do and he cared for them, cared for them so well that his family often said he was more careful of the trees than of the children. Day after day he would walk around those trees deciding just how the different branches should be trained, it years ago I paid 35 cents, last year it started at 35 and 40 and went up to 50 I believe the majority of the members are willing to may what to fair here to the present day and that has made Hood River apples famous the world over.

It may be interesting to you to know the history of the first apple that grew on those trees. When one of the trees was three years old it brought forth one apple, and that was a Ben Davis, Some of you have very little use for the Ben Davis apple. But this Ben Davis apple was such a curicsity to this family and to the neighbors who had no fruit and were wondering what would be the result of this experiment, that there was soon a solid beaten path around that tree where they had tramped it down watching that little apple grow; I tell you, that apple apple grow; looked good to them.

Now, I will jump to that same orchard in its improved condition, a little over a year ago. Upon the death of Mr. a year ago. Upon the death of Mr. I know of an instance of a man who Sears, the pioneer grower of apples in thad never before bought apples of the Hood River valley, the father of the Hood Riven union coming in one year apple industry there, his books showed that 16 acres of bearing apple trees had that 16 acres of bearing apple trees had that 16 acres of bearing apple trees had brought in \$67,732, gross. As I said a little while ago, there were 108 trees planted in the first year, about two and a half acres were planted two years later, and something like four acres next year, and so on. Thus the first next year, and so on. Thus, the first 108 trees are 16 years old now, others are 14 years old, and others 12, making the average age of the trees in the orchard about 12 years. They bore very little fruit until they were six years little fruit until they were six years old. According to that basis of figuring, in six years of bearing that orchard has produced a gross income of \$67,732. I state plainly that these figures are gross, because in so many cases gross igures are used to mislead newco But the average income per acre for the bearing period has been \$450 net. The average for the whole period from the intervention of the states in the time the trees were set until the time spoken of would be about \$270 per acre, a few mistakes had been made. In one time the trees were set until the time net. You can estimate the value of instance two carloads of Ben Davis ap solutely essential that we decide upon a price and hold to it. I think from the information I got at the Coast that the all the money that has been made has hearly everyone in the valley had some Nearly everyone in the valley had some

the whole Hood River valley. He started out to follow ideals and plans entire new to the fruit growing industry of the eastern states; and these new ideals and plans had been put into his head by looking at that little, old, ragged, neglected orchard on his first trip to Hood River. He said to himself "If fruit of this grade can be grown with the sort of culture, or lack of it, what can be grown with intensive, careful cul When he had his fruiit grown, he selected the very best; none went out of the orchard that was not perfect. He shipped the first carload of Spitzenbergs and Yellow Newton Pippins that went from that section to New York city. He packed them carefully, making them uniform in size and color, and absolutely free from blemishes; the blemished apples were fed to the hogs or made into apple butter or something like that. This was an experiment with him. He hardly knew what the result would be, but he considered what the result had been in other lines. His motto was "Honesty is the best policy." Along the same lines he used labels such as you see before you on that table. They were attractive; a man seeing a box with labels like that on it would think that a man who had sufent ideals to cause him to have that label on his box would cause him to put only first class fruit inside the box. That policy has been followed ever since by the Hood River Apple Growers' union and other Hood River insti-tutions that have followed its example, and today you can go to alm part of the world and say "Hood River" and they say at once, "Yes, that is the place where they grow the fine staw-berries and apples."

Along the same lines, in the early his tory of the strawberry trade they found it necessary to confine themselves to one or two varieties. Why? Because by sending out an indiscriminate collec-tion some would not be so satisfactory as others, and these would reflect dis-credit on the valley and its products as a whole, because when people receive these soft berries they did not pay at'ention to the particular variety, but called them all alike, "Hood River berries." Now, apply these principles to our-selves; it will not be long before people will talk about berries from this dis-trict, not as Magoons, or Clark Seedlings, or whatever variety it may be the way you want them to do. I often have to correct people who say, "I be-lieve I will get some of those Hood River Berries to plant." The same thing applies with regard to apples. They have made a specialty of a certain line of apples, and now "Hood River apples" are famous all over the world. They grow largely, as you see by those labels here, Yellow Newton Pippins; also, they hav made a specialty of the Spitzenberg apple. The other varieties are being cut short, no more being planted, a few being held to produce an income while the younger orchards of the first-named kinds are coming into bearing, but in time they will be eliminated. New, gentlemen, it is only a question of a little time before you will have to de-termine upon a few special varieties that will grow best in this district, and that are according to the market and that are acceptable to the market, and confine yourselves very largely to those varieties. At present you figure, "Well, it does not make much difference what we grow, we can sell almost anything." that. same way. Some like the Baldwin, some the Northern Spy, some the Greening, etc.. After a while you will have an indiscriminate lot of fruit, and when, later on, it grows into a large quantity, where are you going to mar ket it? Kootenay district is not going to have a population in 15 years large enough to consume all the fruit you can produce when these new orchards begin bearing. • You will have to look for your market outside the Kootenays; outside, anyway, because the outsid markets are those that pay the largest prices for fruit.

In determining the varieties to which. you should devote most of your atten-tion, there are many things to be considered. The last thing of all is what you like yourself. It is not what you like to eat, it is what the purchaser will buy, that concerns you. Now, in apples, there are not more than a dozen varieties probably that are standard and i universal demand. And those dozen varieties are the ones, that bring top not prices. Why, then, are you growing something else that will not bring more prices. Why, then, are you growing something else that will not bring more than half as much, and that later on you may not be able to sell at all? If does not cost any more to raise the best varieties, and after you get them well advertised they will sell themselves. Hood River fruit has made such a name for itself that today a man does not for itself that today a man does not look inside a box with the Hood River label on it to see if the fruit is good. get everything that is coming to you in the market, and you will not have to go to a lot of trouble to find buyers, either. And it will not take you long to reach that position if you start right. River Apple union started The first year it started nearly everyone information I got at the Coast that the C.P.R. will see that we have enough pickers. It would be just as much a breach of faith for us to bid above the The result of Mr. Sear's work has not the search of the the the the search of the search of the the search of the the search of the sear The result of Mr. Sear's work has not only been success for himself, but for

there were all sorts had taken the tro office and enquire, the to show what had there might have b where along the line seen that there was the office of the However, as a result takes, at the end of 50 per cent of the out. Next year they by themselves, but the benefits and conv ganization, after of ent operations they first to come and s tracts with the asso present time there in the original members standing and doing be association. Who is who has not made at a year in his busin in the room? I wi one mistake will not A dozen mistakes a overyone of you. If the make a dozen mist does it mean as muc viduals as a dozen mi of each of you? Isn't a better position to takes than you are a when an associatio everyone is perfectly at the door of the o then every man who ests of the association of going to the office what is wrong, he go "They beat me out o there," and he "know not the right spirit to of this kind (Applau entrusted with a sum vest for me, and you long as you did the should not jump on this feature, because organization that gets few years of work here and there, and th mut because of them out because of them we do not want in. they are not prepared organization even w mistakes they are of ganization. But I w have 15 or 20 first cl who will back me the next two years' I will put you on this district as famo (Continued applause

But one man can to have the loval su as well. Every m the large growers, b and have at heart th association. A lit a discussion as to irectors of this or be paid their exper meetings, etc. Some praiseworthy stand, at think the organization present time to do t men, if you do not p time, do you treat the respects, do you give what they are doing, value to them than t ed? They come lor spend days and day ing the year for the ganization as a who out on your land g Does it, in one sen ence to them whether in the right way or night the directors 12 o'clock in hard wo endeavoring to lay do for the organization than that"). Well, I the safe side. When ber these th that all the work is shovel and the plo nake a mistake now ber also all the goo for your organizat Now to show

understands his bu can save you tho this year, not next y this year, not next ye ture. You are not n ment for the presen making it for all time yourselves alone, bu come after you. -Gent River growers had kn what they know too they have been now, they have saved? Y with the result of the and experience. It m some of you to inves a man just to go an a man just to go ar your orchards and to be done and what s will cite one instance from my own person certain manager was understanding that if have frosts they would be relieved of his service would have no fruit a not require a mana had sufficient fait man" to agree to However, about the i came, and most of t The manager went and investigated. investigation that or of the blossoms we this particular distri deal of trouble with As yet you do not consider, and I ho It requires far mo the orchards free of any other. Howe the story, the presi ciation was of the loses all the crop, there is nothing the manager and sa left in my orchard, the manager happe early investigating, which he looked wa place for frost than t of the association. thought it likely gone. "Oh, yes," th "the entire crop is use thinking of sp moth; I am just goin manager pleaded