

# The Summerland Review

DEVOTED TO THE INTERESTS OF SUMMERLAND, PEACHLAND AND NARAMATA

**BUSINESS PRESCRIPTIONS**  
"Business doesn't go any place. Business is invited, ushered, taken, lead, pulled and dragged in by that invisible escort — Advertising." — George M. Cohan.

Vol. 15, No. 26, Whole No. 781. SUMMERLAND, B. C., THURSDAY, JANUARY 25, 1923. \$2.50, Payable in Advance

## FRUIT GROWERS' ASSOCIATION IN ANNUAL CONVENTION

### Much Business of Importance to Industry is Transacted at Thirty-third Annual Gathering Held at Kelowna.

Kelowna.—The thirty-third annual convention of the B.C.F.G.A. held here on Wednesday, Thursday and Friday last was dominated by a spirit of unanimity and determination of tree fruit men to sink their individuality and to get together on every possible point. While not faced with the same crisis at present, the men from the Coast, berry growers and vegetable growers, exhibited a lively interest in the movement among the growers of the interior, realizing that if the tree fruit growers could solve the problem of individuality and come together on true co-operative lines, they also could overcome the difficulties which they see before them in a like manner.

So apparent was this determination on the part of the tree fruit growers that comment was freely made by delegates from the Coast on the intelligent way in which they were facing the situation.

It was estimated that there were fully 170 to 190 delegates in attendance. The short attendance on the day of opening was credited to meetings of the O. U. G. directorate and the U. F. B. C. in Vernon on Tuesday and Wednesday, and to the Stock Breeders' and Dairywomen's convention at New Westminster on Wednesday. In addition to members of the executive and delegates, Hon. E. D. Barrow, minister of agriculture; J. W. Jones M.L.A. for South Okanagan, and K. C. McDonald, M.L.A. for North Okanagan, were amongst those present, as well as a large number of Dominion and provincial officials of the departments of agriculture and horticulture as well as members of the association.

All of the serious matters before the convention were tackled in a business-like manner, although when the resolutions committee's report was before the gathering for consideration there was a tendency to drag, and in some cases to enter into discussions on details of lesser importance than the main issue.

To Chilliwack in 1924. D. A. Budge extended an invitation for the 1924 convention to be held in Penticton. Invitations were also received from Grand Forks and Chilliwack. After a brief discussion, Chilliwack was selected, it being felt that in view of the probability of the berry growers organizing as a commodity under the control of the proposed central co-operative organization, it was very desirable for the tree fruit men to learn at first hand some of the problems confronting the berry growers.

At a special meeting of the directors on Thursday evening, E. Foley-Bennett was elected vice-president for the ensuing year. L. E. Taylor of Kelowna, is the new president. The features of Wednesday afternoon's session were the presentation of the reports of the executive committee and the secretary-treasurer, and a lively discussion on the question of the assessment and taxation of orchard lands. The latter subject, was left over for further consideration until a resolution dealing with it was brought in by the resolutions committee.

President C. E. Barnes, in opening the convention explained that Mayor D. W. Sutherland, who was to have been present, had been called out of town on very important business, and he called upon the secretary, Prof. A. F. Barss, Vancouver, to read a letter of welcome he had received from Mayor Sutherland. The letter was as follows:

**Welcomed to Kelowna**  
"Please convey to the members of your association my regret at being unable to attend the opening session of your convention as arranged. I looked forward to the pleasure of meeting you personally, but board of trade work, in connection with the visit of Sir Henry Thornton, deprived me of the more pleasing task.

"I wish to thank you for having honored us by holding your 33rd annual convention in our city, and as this is essentially a fruit district; I can assure you that we are all extremely interested in your deliberations and sincerely trust that they may result in solving the problems in which you, in common with the whole of the province, are so vitally interested.

"With general conditions through-

## GROWERS' PLAN UPON WHICH NEW CO-OPERATIVE WILL WORK

### The following is the final report of the Growers' Committee of Seven, as adopted at the Kelowna convention.

To the delegates attending the fruit and vegetable marketing convention, Kelowna.

Vernon, Jan. 18, 1923.  
Gentlemen, we beg to report to you as follows:  
We were appointed an organization committee to carry out the terms of the resolution passed by the British Columbia Growers' Convention which sat at Kelowna on 6th, 7th and 8th December last.

The first regular meeting was held on Dec. 11th, with Mr. Wollaston as chairman. The name "B. C. Growers' Organization Committee" was adopted. The committee immediately entered on the discussion of plans for the formation and operation of the Board of Control. On the 13th, Dr. Macklin, strongly opposed the Board of Control on principle. The general meeting of shippers that same evening, refused to endorse the Kelowna resolution, but appointed a committee of six to meet before we then had several meetings with Dr. Macklin, when he explained in considerable detail, his views on co-operative and other systems of marketing.

Dr. Macklin was entirely opposed to both Board of Control and Central Selling Agency because, as stated in our progress report No. 1, both were, in his opinion unsound and unworkable, as they attempted to reconcile interests essentially irreconcilable. He strongly recommended complete co-operation in packing and selling, and suggested the purchase of the necessary shipping plants before we met on the 14th, we met the Shippers' Committee of six. They were mostly opposed to a temporary Board of Control, and further, considered a Central Selling Agency with the present shippers, working as packers only, to be an impossible arrangement, from their standpoint. Nevertheless, in view of the instructions we had received we felt it incumbent on us while exploring other possible methods for stabilizing the fruit industry of the Province to continue our efforts to secure a workable plan for a Central Selling Agency to follow.

During the Christmas season the members of the committee living near Vernon met almost daily and drafted a plan for a Central Selling Agency, which they presented before representative shippers, who definitely refused to consider it. The committee reassembled as a whole on the 2nd January. On the 20th December the chairman had received a wire from the editor of Farm and Home, suggesting that Aaron Sapiro would visit British Columbia and address a series of Growers' meetings on the subject of co-operative marketing. It had already been determined that some members of the committee should visit Vancouver to call on the Hon. E. D. Barrow, Minister of Agriculture, for the purpose of ascertaining the attitude of his department, and of the government, towards a re-organization of fruit and vegetable marketing. Mr. Barrow came from Chilliwack for this purpose, and also gave the members deputized to meet him much valuable information regarding the operations of the Fraser Valley Milk Producers' Association. At the same time the opportunity was taken to meet Mr. Sapiro in Vancouver. Our members were present when he addressed the Vancouver Board of Trade, and subsequently travelled with him, with him taking the opportunity to acquaint him as fully as possible with local conditions.

Later, members of the committee attended all the meetings throughout the Valley addressed by Mr. Sapiro, and also had several discussions with him of much value. At an early stage of Mr. Sapiro's visit we became impressed with the general desire of the growers whom he addressed to organize their business on a broad co-operative basis—an impression that continued to gain strength as Mr. Sapiro's emphatically expressed views became more generally known. Mr. Sapiro had more over fully endorsed Dr. Macklin's opinion that the Board of Control and Central Selling Agency plans were both unworkable and unsound. Mr. Sapiro stated that the Board of Control plan had been tried and failed in various California industries since 1899.

This development in the situation left us, in our opinion, no alternative but to turn our attention to the working out of a plan for complete co-operative marketing, as outlined by Dr. Macklin and Mr. Sapiro. We were fully alive to the fact that an injunction had been laid upon us by the Growers' Convention in Kelowna on 8th December to formulate a plan for a Board of Control, and to institute the machinery for its operation, and, further, to introduce a plan, to come into operation later, for a Central Selling Agency; also that we should submit the data for the latter plan to an expert, such as Mr. Sapiro, for his analysis, with the request that he would draft a plan for organization based on the fundamental principles adopted by the convention. As already intimated, Mr. Sapiro declined to identify himself with any such plan.

We accordingly informed you in our progress report No. 3 on the 9th, January, 1923, in the following terms: "In these circumstances, and as your committee believe that Mr. Sapiro's recommendation, which is in general accord with that given by Dr. Macklin, has met with the approval of the great majority of the fruit growers of the Province, they have decided that it will be in the best interests of the growers to proceed at once to draw up a scheme for co-operative marketing on the lines laid down by Mr. Sapiro, to the extent of taking all preliminary steps necessary to bring such a scheme into effective operation as soon as possible."

In drawing up a scheme for co-operative marketing we have had very valuable assistance from Mr. Sapiro's business partner, Mr. Boyd Oliver, who returned to Vernon from the coast for this purpose in the 9th January. Mr. Oliver, in addition to drafting the constitution of the Co-operative Association proposed, and its by-laws, has also drawn up the forms of contract needed, collaborating in this work with Messrs. Cochran and Ladner to ensure conformity with our laws and the giving of due regard to local experience. **Scheme for Co-operative Marketing**  
In a broad conception, the plan favored by your committee for merchandising the crop output of the Associated Fruit and Vegetable Growers of British Columbia is as follows:— It involves the formation of—  
First—A completely grower-owned and controlled central organization known as the "Co-operative Growers of British Columbia, Limited," whose functions will include the handling, distribution and marketing of the fruit and vegetable output of the members with the possible exception of berries, which might be cared for by a separate organization. Fruit and vegetables grown expressly for drying, packing, canning, etc., purposes, will not come within the scope of its activity.  
Second—Local co-operative associations into which the co-operative fruit and vegetable growers of the Province will be severally grouped. Existing associations will, as far as may be practicable, remain undisturbed, new local organizations being formed as may be found desirable.  
The co-operative will act as the sole and exclusive marketing agent of the several locals.  
All operations will be conducted for the benefit of the growers, on a non-profit basis.  
The co-operative will be governed by a board of directors elected by the several locals, with at least one additional director to be nominated by business interests.  
Directors of the central board will receive a per diem allowance and traveling expenses for each day they may be away from home on work connected with the co-operative.  
For administrative purposes this board will elect from amongst its bona fide grower members, three to form an executive body, who in turn will appoint a general manager. The executive, in consultation with the general manager will engage a staff to operate under his immediate control.  
Members of the executive will receive a salary in consideration of the importance of their duties; they will be required to devote the whole of their time and energies to the interests of the association. They will appoint a paid secretary whose duties they will prescribe and define.  
The executive will secure the effective application of the general policy which the central board may formulate from time to time to guide the organization. They will keep themselves informed at all times concerning the operations of the business in all its bearings. They will see that a unified system of accounts and audits is instituted, and that the entire organization, especially having in view the need for a ready and satisfactory comparison of results as between the several locals, and between the association and other associations carrying on a similar business.  
They will confirm or otherwise deal with recommendations by the general manager for the transfer, dismissal, or dispensation with the services, of any manager of a local, or any other employee engaged under their authority. They will fix the rate of remuneration to be received by the directors of the central co-operative staff.  
The executive in selecting a general manager will pay special regard to his administrative ability and decision of character, to his initiative and sound judgment, and to his ability to meet and deal with both employers and customers. It is essential that the general manager be himself a highly qualified salesman, as marketing will be the important part of his duties. The general manager will, as far as his duties may allow, sit with the executive and assist them in their deliberations, but without voting.  
Several offices under the general manager might be:  
Assistant General Manager, Sales, Warehouse, operation, Advertising and Publicity, Traffic, Legislative, Statistical and General Information, Inspection, Purchase, Accounts and

## BIG CO-OPERATIVE LAUNCHED ON PLAN PROPOSED BY SAPIRO

### Minimum Tonnage Eighty Per Cent. — Much Accomplished by Growers' Meeting at Kelowna—Big Business Men Co-operating.

The big new co-operative growers' association for the fruit men of the province, known as "The Co-operative Growers of British Columbia," has been launched.

Within a few weeks the chief features of the organization will be perfected and the 1923 fruit crop, almost in its entirety, will be marketed along co-operative lines.

The decision to adopt the Sapiro plan was reached at the Kelowna gathering on Saturday and Monday unanimously and with enthusiasm.

Features of the convention were: The adoption of a comprehensive report from the committee of seven, outlining the plan for the co-operative; The explanation of Boyd Oliver, partner of Sapiro, of the details of the fruit merchandising program; The presence at the gathering of a strong Vancouver delegation which promised Coast co-operation and their assistance in selling debentures for the absorption of existing fruit packing plants.

The decision of the convention to call for five year growers' contracts with a tonnage minimum of eighty per cent to become effective. The spirit of determination revealed at the gathering and manifested in the immediate guaranteeing by the delegates of \$5,000 for initial expenses.

**Enthusiastically Received**  
The co-operative scheme proposed in the report of the special committee of seven was enthusiastically adopted by the delegates at the growers' convention, held on Saturday and Monday, at Kelowna.

This convention was opened on Saturday morning, and after an invocation by Right Rev. A. Deull, D. D., Bishop of Kootenay, Mayor Sutherland addressed the delegates, invited guests and growers who remained over after attending the three-day convention of the B.C.F.G.A., which closed the preceding day.

Saturday's proceedings throughout were noticeably marked with a spirit of hope and determination to "put through" a plan which would be acceptable to the growers of the province as a whole.

In addition to interesting addresses by Hon. E. D. Barrow, minister of agriculture, and H. H. Eddy, M. D., Bishop of Kootenay, Growers' Association, the report of the special committee of seven, appointed at the previous convention was read during the morning session and in the afternoon Boyd Oliver, business partner of Aaron Sapiro, explained the plan as outlined, adding details not contained therein. At the conclusion of his address he was given a great ovation, the audience rising with handclapping, followed by the singing of "For he's a jolly good fellow" and prolonged cheering.

It is safe to say that the minds of all growers and business men present were visions of the rising sun of hope for the prosperity of the great fruit-growing industry of British Columbia.

The relief felt upon finding that the committee had formulated such a comprehensive report, giving a firm basis upon which to build up the co-operative organization, was clearly manifested, the fear that the committee would report back in a less favorable way, more along the lines laid down at the previous convention, having possessed the minds of many delegates prior to the presentation of the report.

**Welcome Delegates**  
Mayor Sutherland in welcoming the delegates on Saturday, said they had met to arrive at one of the most important decisions ever before the people of the country. There were brighter prospects before the convention that day than on the previous occasion upon which he welcomed them to Kelowna. Since that time public opinion had been developed and crystallized.

There came a time in the history of all nations, he said, when their country was in danger and unity under one head was necessary. The home interests of the province were threatened and all growers must sink their individuality and act under one control. The committee of seven, which they appointed at their last convention, he went on to say, had worked diligently and if it had evolved an efficient scheme the growers could never repay the members of that committee. No scheme, however good could be effected without the co-operation of all. Any scheme, although not up to their highest ideals, if it had the hearty co-operation of all, would be one hundred times better than what they had had in the past. Everything depended on the growers. Those who would not come into the general scheme were the "little people."

If the growers would look out for the really important things, leave details to those whom they select to run their business for them, but stick closely together, they would have an organization which would be a benefit not only to this generation, but for generations to come. (Applause).

**Minister Speaks**  
Hon. E. D. Barrow, who was greeted with prolonged applause, said he was more or less on the outside look-

ing in, but after he had told them of the things upon which he was to speak they would realize he was just as interested in what they were doing as any grower.

What they were doing, the minister of agriculture said, was a momentous thing in the history of the valley and it was also of material importance to the province at large. He then traced the history of the co-operative organization formed by the dairymen of the Fraser Valley, which it appeared was along the lines being followed in the formation of the new organization. The dairymen's organization he showed procured good results before the war and since its close it had kept the markets at a much better level, for the producer and at the same time had given the consuming public cheaper milk than it would have had under any other system.

He brought out clearly an important point with regard to the management of a co-operative organization. There were, the minister said, two viewpoints to be taken into consideration. There is the viewpoint of the business man who is in charge of the organization and there is the producer's viewpoint. The executive gets ideas from the general manager and when the directors meet they get ideas from the manager presented to them by the executive from a producer's point of view. The management, he said, must never get out of the hands of the producer.

Shareholders should also attend the meetings of the directors, he maintained, and when they were questioned by outsiders they were prepared to answer all questions and to contradict from first hand knowledge rumors of an adverse nature set around by those who were opposed to co-operation.

He told of the "ups and downs" experienced by the dairymen's organization and said the scheme under which they are now operating was evolved from experience and the making of many costly mistakes. Hon. Mr. Barrow also rubbed it in "the non-co-operators" and maintained they should be treated as undesirable. They should not, at all events, be allowed to jeopardize the whole community or industry.

In conclusion he promised the growers his hearty support in all things possible and expressed confidence in the failure of the fruit industry.

Presented Report  
F. E. R. Wollaston, chairman of the committee of seven, in presenting the committee's report, remarked that it seemed strange that the new provincial organization was taking form in Kelowna as it was in that town that the first co-operative concern in the Okanagan was formed.

The committee, he continued, realized that it received definite instructions from the recent convention which appointed it and it had done its best to carry out those instructions to the letter. Difficulties arose and the committee felt that it was against a wall and decided it had better call another convention.

The committee, however, found there was a strong feeling among the growers in favor of the plans outlined by Mr. Sapiro, he said, but it was also realized that any movement for co-operation must come from the growers. Time was therefore allowed after Mr. Sapiro's report for the growers to give the subject mature thought and any action now taken would be after careful consideration.

If the proposition was undertaken, he maintained all must be loyal—not loyal because they had signed a five year contract, but because they were loyal co-operators.

Anything the committee recommended, Mr. Wollaston pointed out, would not cure all the troubles of the growers. Poor varieties must be eliminated. Bad orchards were worse than liabilities, but what had been done in Denmark had been accomplished in California and what had been done in California and the Fraser Valley could be and would be done here. (Applause).

The report was read by the literary sub-committee, the first portion being read by Col. Scott and the financial portion by J. J. Campbell.

President Eddy, president of the B. C. Berry Growers' Association, outlined the experience of the berry growers, much the same as at the convention of the B. C. F. G. A. He added that in his opinion the entire organization of the berry growers have at present should be thrown into the melting pot so as to clear the boards and allow the situation to be dealt with from any angle.

**Saturday Afternoon**  
At the afternoon session the plan outlined in the report was reviewed by Boyd-Oliver, partner of Aaron Sapiro. Mr. Oliver remained in the valley, and rendered valuable assistance to the committee of seven in preparing the report presented to the convention.

He said two weeks ago, when he

# The Summerland Review

Established August, 1908.

Published at Summerland, B.C., every Thursday by THE REVIEW PUBLISHING COMPANY, LIMITED

Ralph E. White, Editor and Manager

An independent family newspaper covering Peachland, Summerland and Naramata and adjacent districts.

Subscription Rates—In British Empire, in advance, \$2.50 per year; six months, \$1.40. To U.S.A. and other countries, \$3.00 per year.

Advertising Rate Cards and information respecting territory and samples of paper mailed upon request, or may be seen at the office of any advertising agency recognized by the Canadian Press Association.

Advertisers must have copy in by Tuesday noon in order to insure changes for standing advertisements. New display advertising copy can be accepted one day later.

Correspondence—Letters addressed to the Editor and intended for publication must be short and legibly written on one side of the paper only. The longer an article, the shorter its chance of insertion. All communications must bear the name of the writer, not necessarily for publication. The publication or rejection of articles is a matter entirely in the discretion of the Editor. No responsibility is assumed by the paper for the opinions expressed by correspondents.

Typographical Errors—In the event of a typographical error, advertising goods at less than the proper price, the newspaper will furnish letters to be posted in the store stating the correct price, but goods may not be sold at the price printed and the difference charged to the newspaper.

Thursday, January 25, 1923.

## FRUIT GROWERS' ASSOCIATION IN ANNUAL CONVENTION

(Continued from Page 2)  
entirely, the representations made had the effect of materially modifying the original clause outlined in the budget speech of the minister of finance.

### Freight Rates Cut.

Freight and express rates had been reduced as a result of efforts of a special committee.

All cars coming into the Okanagan between Sept. 5th and Oct. 25th, had been provided with proper heating arrangements.

The matter of control of orchard boxes had been taken up and although all arrangements could not be made for the past season an embargo had been placed on boxes from zones affected with codling moth being taken into clean areas. The use of such boxes had also been restricted.

The executive had taken up the question of assessment for the compensation fund with the premier and cabinet and an agreement reached whereby extensive codling moth control would be undertaken and an effort made to eradicate this pest. The government had also passed an amendment to the Horticultural Act establishing protective spraying zones.

With regard to Oriental ownership of land in this province, the principle for which the association had fought had been endorsed at the last session of the legislature.

A delegation had met the Federal minister of agriculture with reference to experimental stations and when it was found impossible to get new ones for the province he had been requested to establish illustration stations. Negotiations were still proceeding.

### Efforts Effective.

Owing to the efforts of a delegation the Vancouver Board of Trade had reversed its attitude regarding the anti-dumping clause of the Customs' Act.

No scholarship was awarded for the University of B. C. in 1922, but two were awarded this year, those holding them being V. Cavers, of Cloverdale, and Albert E. Richards, of New Westminster.

It was recommended that continued efforts be made to have the anti-dumping clause of the Customs' Act retained.

It was also stated that in response to representations made by the executive the department of agriculture had given \$1,000 toward the expenses of staging a B. C. fruit exhibit at the Imperial Fruit Show.

The report of the secretary-treasurer showed that the balance in hand was \$588.70.

Both reports were adopted.

On the suggestion of R. M. Palmer the secretary read a resolution passed by the board of directors, and a letter from L. E. Taylor dealing with the work done by the committee appointed by the growers at the mass meeting held in Kelowna about a year ago. In his letter, Mr. Taylor stated that since the central growers' committee had been appointed at the recent convention to work on the marketing question, it was useless for the old committee to continue to function.

Speaking with regard to this matter Mr. Palmer said every grower should stand behind the present movement to improve marketing conditions. Events had moved more quickly than had been anticipated and on Saturday the growers' meetings would commence, and all hoped that the formation of a marketing organization would result. All were prepared, he said, to do everything possible to forward and assist that movement.

Many of those present had heard the addresses delivered by Mr. Sapiro and the new organization would be based on the proposition he had outlined. Mr. Sapiro, he went on to say, had placed the growers in possession of methods to attain success.

The question of making some payment toward the cost of bringing Mr. Sapiro into the Valley might come before the meeting. The sum of \$2,000 had been set aside by the government for organization work and that might afford an opportunity for the B.C.F.G.A. to show the firmness of its stand in favor of his plans.

A lively discussion on the subject of assessment for taxation on orchard trees took place during the afternoon session, but the matter was quickly disposed of at the evening session by an explanation given by Hon. E. D. Barrow.

### The Tree Tax.

The question was introduced in the afternoon by L. E. Taylor, Kelowna, who stated he understood that the assessment on orchard trees had been reduced 50 per cent., but so far as he could learn, the assessor at Vernon had no instructions regarding the matter. Unless an adjustment was made before the sitting of the courts of revision, it would be necessary for all growers to enter appeals in order to save \$40 or \$50 on their taxes. In the Kelowna district the appeals would have to be entered before Saturday.

It was stated that the matter had been taken up with Premier Oliver and the difficulty of assessing all trees on the same basis was discussed. A reduction had been made on pear trees, but apples were assessed a straight \$1 for each year of age up to ten years.

T. Abriel, Nakusp, asked where the system of assessment used in British Columbia originated. Why should the growers here be saddled with a tax like that if they were not in any other place? The fruit grower, he said, should be taxed just like other people. The government seemed to have the idea that everyone who planted a tree was going to make a fortune. He called the present system "class legislation" and maintained it was a great injustice.

L. E. Taylor said the government would ask what the growers had to suggest in place of the present system.

### An Injustice.

R. M. Palmer claimed that neither this nor any other district should keep quiet under such injustice.

It was maintained by one delegate that the trees were not a part of the land and therefore should not be taxed.

T. Abriel pointed out that originally he planted wrong varieties of trees and he was now top-working them, but they were practically of no value at present, but he had to pay his tax according to their age just the same.

The suggestion was made that orchard land should be assessed at an ordinary valuation for agricultural land. It was also pointed out that loan companies place no extra value on land because of trees, claiming that the best of orchards may be ruined in a year if a change of ownership takes place to someone incompetent.

Dominion Fruit Commissioner G. E. McIntosh was asked regarding the methods of assessment in the east.

He stated this was the first instance which had come to his notice of taxation being applied as he had heard it explained that day. Orchard land in the Niagara Peninsula, he said, was assessed according to its value for agricultural purposes. He knew of one instance where there was a fruit farm with a large brick house, brick garage and packing house, the assessment of which was as high as \$600 per acre. That was the highest of which he knew. He had, he said, another section—a place of 20 acres of 10-year-old orchard, producing 400 barrels of apples per year, having modern buildings and a school close by, which could be bought for \$150 per acre, and the assessment was about \$70 per acre.

### Minister on Tax.

Hon. E. D. Barrow at the begin-

ning of the evening session, said the assessment of orchard land was specifically dealt with in an act put through last session. In effect this act provided that the assessed value of fruit trees should be reduced 50 per cent. The reason the assessments had been sent out again the same as last year was presumably because there had been no time to make a change in the assessment roll, but the notice would be sent out later.

The evening session on Wednesday was devoted to the consideration of resolutions but in the time available it was found possible to deal with only six out of those under twenty-one headings contained in the report of the resolutions committee.

During a discussion on a resolution dealing with co-operation, introduced by the growers of Summerland, E. Foley-Bennett, Penticton, in reply to a point raised by Mr. Kidson, Vernon, told the convention that the managers of the Banks of Commerce, Montreal and Hamilton, Penticton, had told him the present situation as to marketing fruit was absolutely impossible. Under present conditions they were not prepared to assist the industry, but if an organization is conducted on the Sapiro plan, with a contract of not less than five years, these banks were prepared to back it to the limit. He had, he said, been authorized to make this statement to the convention.

### Summerland Resolution.

After some consideration the resolution was passed, as follows:

"Whereas, fruit growers produce a staple article for common consumption, very necessary to the health and happiness of the people at large, and do not demand excessive prices but such as will enable them to pay expenses, comfortably provide for their families and contribute to the common weal;

"And, whereas, it has been found that in order to market their fruit so as to obtain a reasonable price it is necessary to co-operate and protect one another for the common advantage;

"And, whereas, except this co-operation is entered into by practically all of the growers, a small minority may wreck the prosperity of all;

### Therefore, be it resolved:

"1. That we express our determination to stand by the principles of co-operation and to do everything possible to make it a success;

"2. That we will seek to urge all to substitute co-operation for individualism, and show those who refuse to co-operate that their action represents a distinct menace to the fruit industry, and as such invites the antagonism not only of other fruit growers, but also of bankers, merchants and the general public of the province."

### Jonathan Breakdown.

Two resolutions somewhat linked (Continued on Page 3)

### "THE MAN FROM HOME" COMING

What is regarded as one of the most popular novels written by Booth Tarkington is "The Man From Home" and now, having reached the screen as a George Fitzmaurice Paramount production, it will be lived on the silver sheet of the Rialto theatre this week.

Booth Tarkington is an American novelist who has created many famous fictional characters. One recalls with delight his famous Penrod, who will take his place in history along with Mark Twain's Huck and Tom. One also has fond memories of his "The Gentleman From India" and other equally memorable works, not the least among which is "The Man From Home."

James Kirkwood, popular leading man, has the leading role and others prominent in the cast are Anna Q. Nilsson, Norman Kerry, Dorothy Cumming and John Milner. The adaptation was made by Ouida Berger.

### KAMLOOPS-KELOWNA LINE DECISION

Kamloops—"We shall give our decision as to what shall be done with the Kamloops-Kelowna line in the very near future," Sir Henry Thornton, president of the Canadian National Railways, told an Okanagan delegation here.

He stated that the money allocated for branch line construction was limited, and that urgency would be the determining factor. "We shall not compete with the C.P.R." was another statement he made.

Sir Henry had a voluminous memorandum giving all the facts in connection with the line, and as he perused it he said it contained details as to cost of the line, probable tonnage and revenue, and added that where money had already been spent, on a line such as that into the Valley, it was a strong argument in its favor.

Those in the delegation were Mayor Sutherland, of Kelowna; F. Simmons and W. E. Adams, president of the Kelowna Board of Trade; Dr. Ord, Falkland, and W. E. McTaggart, president of the Associated and Vernon Boards of Trade.

## MORE MONEY IS NEEDED SAYS COMMITTEE

### Of Vital Importance to Our Business Men Says Committee's Report.

Business men and growers are not responding as they should to the call made by the special committee appointed to raise money to finance the growers' organization committee, according to the committee's report.

Further immediate contributions are urgently required.

The committee's report follows: To most of the Business Men and Some of the Growers of Summerland:

Your committee appointed to raise funds to cover our share of the expenses of the growers' organization committee, have to report that only the sum of \$112.70 has been collected to date. This sum is insufficient. It is quite obvious from the names on the subscription list that most of the business men have not realized the importance of this matter.

It is evident that business men of Vancouver are aware that the success or failure of the Okanagan fruit growers is a matter of vital interest to the province generally, and they have proved this by sending a strong delegation to the Kelowna convention.

It seems strange that so few of our local business men have, up to the present, responded to our appeal. There are still, of course, a considerable number of growers who have not subscribed and your committee would once more urge upon them the necessity of giving their share, which is by no means large, viz., 10 cents per acre, with a limit of \$2.

Your committee had hoped to close your subscription list by the end of the third week, but it has now been decided to keep it open for another week, in order that all members of the community may have ample op-

portunity of doing their part for the common good.

Your committee wish once more to express their obligation to the Review Publishing Co., for their generous co-operation.

R. H. HELMER,  
W. V. B. WEBB,  
G. Y. L. CROSSLEY.

### Contributions to Growers' Committee Fund:

Previously acknowledged	\$91.65
A. Hargreaves	.50
H. V. Farrow	.10
H. A. Kenyon	.50
H. J. Fenner	1.00
Dr. E. C. H. Windeler	2.00
I. P. Barnes	2.00
R. R. Chew	1.00
Chas. Schwass	1.00
Mrs. Pineo Young	1.00
G. F. Robinson	.70
Nelson Bros.	1.00
J. D. Wood	1.00
R. S. Jackson	1.00
A. E. Cline	1.00
W. McMillan	1.00
H. Tomlin	1.00
W. C. W. Fosbery	1.00
W. A. Chisholm	.50
F. R. Gartrell	1.00
P. G. Koop	1.00
H. Smith	.75
Miss Dancer	1.00
<b>Total</b>	<b>\$112.70</b>

The hands soon tire when the heart is weak.

### LANDS FOR SALE

Choice Residences, Small and Large Orchards and Mixed Farms up to \$70,000. Stock Farms. Meadows. Range Lands with timber. State your requirements by letter or call at Office in Peach Orchard.

**F. D. COOPER**  
REAL ESTATE BROKER  
PEACH ORCHARD  
ESTD. 1907 PHONE 615

IF YOU WISH TO BUY YOUR  
**Beef by the Quarter**  
you can get it at the old stand and be sure of quality. Taken by the quarter our prices are:

Hind Quarters, per lb.	10c
Fore Quarters, per lb.	8c

If you are buying meat in this quantity, don't pay a higher price for what may be poor beef.

**Downton & White**  
Telephone 35

**SNAPS**  
WE ARE OFFERING SOME REAL SNAPS IN LUMBER  
Sizes 2x6 and 2x8, in all Lengths.

CALL AND INVESTIGATE

We stock all kinds of Lumber and Building Materials

**Community Lumber Co., Ltd.**  
Wm. Ritchie, Mgr. Phone 283  
WEST SUMMERLAND, B.C.

**Good Advice:**

Go to your friends for advice.  
Go to a woman for pity.  
Go to strangers for charity.  
Go to relatives for nothing.  
Go to the

**Summerland Lumber Co. Ltd.**  
FOR A SQUARE DEAL.  
Phone 333.

**IMPORTANT MEETING OF Fruit Growers WILL BE HELD IN RIALTO THEATRE Saturday Afternoon, 27th inst., AT 2 O'CLOCK**

AGENDA:  
Addresses on Growers' Organization by R. H. HELMER and G. J. COULTER WHITE  
Report of B. C. F. G. A. Convention by JAS. SHEPHERD, DELEGATE.

SHOW YOUR INTEREST BY YOUR PRESENCE  
PLACE—RIALTO THEATRE

**DRAYING**  
BY MOTORS OR HORSES  
We do all kinds of draying and transfer work, and guarantee satisfaction.  
Have us do your next job. We have in stock and ready for immediate delivery a large supply of

**Seasoned Pine and Fir**  
In 16-Inch Length  
**R. H. ENGLISH & SON**  
Phones 41 and 415

**Don't Experiment**  
Why should you, when you can always get from us the  
**OLD RELIABLE**  
**Royal Household Flour**

We have due to arrive this week-end another car of Celebrated Royal Household Products. Besides Flour and Feed this includes:

SCRATCH FOOD  
BABY CHICK FOOD  
POULTRY DEVELOPER  
AND CALF MEAL

Order now your requirements in these lines.

**A. B. ELLIOTT**  
"The Man Who Saves You \$ \$ \$ \$"

SUMMERLAND WEST SUMMERLAND

**Choice Home Grown Meats**  
Vegetables Butter Eggs Fruits

**Devitt's Meat Market**  
Phone 14. Shaughnessy Avenue

**"OFF THE HOOK"**

When your telephone receiver is left accidentally off the hook it registers the same as a call at Central. If the operator gets no response to her "Number, Please," the number is turned over to the repairing force as being out of order. All this involves tests, reports and time. In the meantime no one gets you on your phone.

"Off the hook" is a very bad cause of interruption to telephone service. By the exercise of care in this connection, you will protect your service and avoid inconvenience to yourself and others.

**The Summerland Telephone Co., Limited**

# FRUIT GROWERS' ASSOCIATION IN ANNUAL CONVENTION

(Continued from Page 2)

together were one from Grand Forks dealing with the question of government assistance, and one from North and South Kelowna on the subject of investigating the "break-down" of Jonathan apples. During the discussion on this latter matter, G. E. McIntosh informed the meeting that arrangements had been made to give this even more attention than it had received in the past.

Superintendent Helmer, Summerland Experimental Station, said that at the meeting of the Horticultural Society, held the previous day, it was decided that the color requirements in the case of Jonathans were too high. It had been proved that highly colored Jonathans broke down, but where the apples were picked early there was no trouble.

Mr. McIntosh said a national revision of color requirements was being made and would probably affect Jonathans.

Several growers told of their experiences, showing that early picked Jonathans stood up while highly colored fruit of that variety broke down.

### Would Investigate.

The resolutions were adopted as follows:

"Whereas the present state of agriculture in this province is in a lamentably languishing condition, recognizing the fact that the welfare and prosperity of any country is directly dependent upon the prosperity of the farmers, therefore this association strongly urges that our provincial government should give greater consideration to the agricultural interests of the province."

"That the B.C.F.G.A. be asked to approach the Provincial and Federal governments with the request that they appoint an expert to investigate the trouble affecting Jonathans and that the matter be followed up until the cause and remedy have been found, and that other varieties having the same trouble be investigated at the same time."

The practical impossibility of using fish screens on irrigation ditches was dealt with by several delegates during the consideration of the following resolution:

"That B.C.F.G.A. protest to the Dominion government against the legislation making it compulsory to place screens on irrigation ditches."

Two other resolutions under the heading of "fish and game," were passed. They were as follows:

"Resolved, that on account of the damage done to fruit trees by grouse in recent years, that fruit growers be permitted to kill them when found doing damage to orchards."

"Resolved, that the government be requested that it be made permissible in settled districts for owners or their authorized agents, with an ordinary or farmers' license, to shoot bears when found doing damage to orchard land."

The first item at the morning session on Thursday was to have been an address by Dr. J. A. Ruddick, Dominion Dairy and Cold Storage Commissioner, Ottawa, but in a letter to the secretary, Mr. Ruddick explained that the government had decided very suddenly that he was to go on a special mission to Australia, leaving on Jan. 26th. Owing to pressure of matters which must receive his attention before leaving, he was unable to be present.

### Cold Storage Advised.

Dealing with the subject upon which he was to have spoken, the writer stated there was no doubt whatever as to the value of refrigeration in the handling of fruit, and he felt satisfied that the industry would derive great benefit if cold storage facilities were available.

The difficulty in providing cold storage for fruit arose out of the seasonal nature of the business. A cold storage warehouse should belong to the growers rather than be operated as a separate venture unless there was sufficient cold storage business of other products to keep the space fairly well filled the year around.

There were three main uses for refrigeration in connection with the fruit growing industry: the pre-cooling of tender fruits before shipment, the holding of tender fruits for short periods while car lots are being collected and the storage of later varieties of apples for winter and spring use or to extend the season of choice varieties.

It is a distinct advantage to pre-cool all refrigerator shipments, he continued. It taxes the efficiency of a refrigerator car to hold the temperature sufficiently low even if fruit is pre-cooled, and if a refrigerator car is required to cool the fruit as well as hold it at a low temperature the results are not very satisfactory.

In pre-cooling, Mr. Ruddick stated it is of the greatest importance that

the fruit be placed in the cooler at the earliest possible moment after it is picked. It is a matter of hours not days. That was the secret of successful refrigeration of fruit.

### Apples in Storage.

Well matured and colored apples will keep better than greener ones in cold storage, but the apples must be firm and not show any signs of softness. An apple in that stage is too ripe for successful handling in cold storage.

He also mentioned that markets for tender fruits could be steadied when there was a glut by means of cold storage and the system recently adopted of freezing strawberries, raspberries and other fruit intended for jam making.

With regard to the question of the location of cold storage, he said there was an advantage for quickly ripening varieties in having it as near the orchards as possible. For late varieties the best locality would be at the market points. This was a point the growers would have to settle for themselves.

Dealing in conclusion with various types of cars, he said iced cars should not be ventilated because warm air could not be introduced without adding moisture through condensation. In very high altitudes where the temperature is lower than that inside the car, ventilation would do no harm.

### B. C. Berries Go East.

Dominion Fruit Commissioner McIntosh read a paper on "Current Fruit Problems," but before doing so told his hearers it had been proved that B. C. strawberries could be moved as far as Montreal in refrigeration cars and kept in perfect condition. The refrigerator cars, however, required some alteration, and the transportation companies were making the changes along the lines suggested by the department.

Dealing with the question of the icing and re-icing of refrigerator cars, he said he did not see how it would be possible successfully to handle fruit in refrigerator cars from the south end of the Valley unless icing facilities were provided there, and he believed arrangements to provide those facilities would be made.

He commented on the co-operation with which his department met in the matter of the inspection of fruit in British Columbia by saying that in no place did the department receive better support than here.

### Railways Lose Millions.

The commissioner said it was an astonishing fact that during the past few years transportation companies in Canada had lost some five million dollars annually in loss and damage claims on fruit and vegetables. He felt that 75 per cent. of this can and will be eliminated as it has a bearing on the cost of marketing. In order to do this there must be, however, co-operation between shippers and transportation companies.

From now on, he claimed, British Columbia would have to figure on exporting one-third of its apple production, but it was unfortunate that so many slacks in barrel packs arrived on the United Kingdom markets, and he thought this affected the sales of the B. C. fruit to some extent. There were, however, no slacks in B. C. packs, but some boxes were not wired or were improperly wired, resulting in loss.

The greatest increase in the fruit industry in Canada, he continued, was found to be in British Columbia, where it only started 25 years ago, and rapidly developed into a commercial proposition.

He issued a warning against growers planting every kind of a tree listed in nursery catalogues, and urged that a few well known varieties be adhered to.

After outlining the success attained last year at the British Empire Exhibition, he said a show would be held during the coming year in Manchester from Oct. 27th to Nov. 4th.

It was decided to ask Mr. McIntosh to wire Commissioner J. Forsyth Smith asking that the date of this show be set back to Nov. 4.

"Sidelights on Vegetable Production" was the subject of an address delivered by A. McMeans, Dominion Seed Branch, Vancouver.

He called attention to the fact that it was time for the onion grower to place "quality onions" on the market instead of just onions. It was remarkable, he said, that the apple grower had standardized packages, but the onion grower had done nothing along that line.

Curing crates, he maintained, should be used, and the onions graded and packed in them 48 hours after being pulled. This would assist in maintaining the fresh appearance. The onions can afterwards be marketed in clean open mesh sacks. Crates, however, should always be used for storage purposes.

He also dealt with the question of tomato cultivation, and described

the methods of seed selection. By careful selection, he maintained, the grower could increase his yield in one year to the extent of one pound to a plant, and that meant one ton to the acre.

In conclusion, he said, a growers' produce always looks better to him than to anyone else in the world, and for that reason no grower should pack his own produce. Inferior grades and packs generally resulted. No one had a monopoly on farm produce but if quality is put into products and packing and grading carefully attended to the produce will gain a good place on the market as soon as the brand becomes known.

Votes of thanks were passed to Market Commissioner McIntosh and Mr. McMeans for their able addresses.

### Competition.

Dean F. M. Clement, of the University of B. C., Vancouver, was the first speaker on Thursday afternoon, his subject being "Competition."

Competition assumes the right of freedom of action but can a man with 500 or 1000 boxes of fruit for sale bargain equally with a man who has a large financial backing, knowledge of markets, and social status, he asked in opening.

Going back in history to 1846, when free competition commenced in England, Dean Clement sketched the struggles for improved conditions among workers, and pointed out that the workers were unable to bargain equally with their well capitalized employers. The outgrowth was the formation of labor unions. He claimed that the man who thinks he can stand alone in competitive business has not read the pages of past history.

The dean then traced this thought through the present business conditions and pointed out that so far as fruit is concerned, the producer receives a certain price for his produce and the consumer pays a certain price for it, but there is a spread between these prices.

Part of this spread, he continued, was for packing, but the man who fixed this spread was not the efficient packer but the inefficient one. The efficient one could pack for perhaps 45c while the inefficient one barely made a profit at 65c. Thus it was that in competitive business the inefficient man set the spread.

A farmer organization, he went on, could not become a monopoly because it was economically impossible to control the supply. That was the reason there was absolute safety in a farmers' organization.

Again, he stated, the most inefficient man sets the price because he cannot bargain alone. The grower must have another medium to bargain for him equal to those with whom the bargain is made.

He cited the experience of various organizations in the United States, showing that they attempted to control supplies and failed because they worked contrary to economic rules. Attempts had also been made to improve conditions by government control, but these also failed.

Then, he said, in 1920 the movement for the federated farm bureaus commenced, but out of this grew the economic problem of marketing. Committees were formed to deal with this on the commodity basis, and as Mr. Sapiro had told them, they met success when they got down to the principle of merchandizing the produce.

Dean Clement then illustrated to show that an organization which controls the handling of produce from the producer to the distributor is the most efficient.

"How long are you going to be on a competitive basis?" he asked in conclusion. "How long will a man be allowed to contaminate the price and lower the standard of living for the whole district? Be selfish, that's all. Get every possible dollar for yourself. You will then get the one efficient man to do your business for you."

### Marketing Mistakes.

Market Commissioner Grant, Calgary, spoke briefly on some openings for B. C. produce on the prairies, mentioning chiefly rhubarb, spinach and asparagus.

He said he understood that some Okanagan peaches had been fed to hogs during the last season. There was no need for that if the growers had been properly organized. When B. C. peaches were wanted on the prairie the peaches were not ripe and in reply to telegrams the reply came back from the Okanagan: "We have no peaches," instead of "Peaches not ripe." Consequently peaches were bought in the United States.

He also said the B. C. growers should cut out inferior products and concentrate on the products in which they can excel.

Right now, he stated, he had requests for f.o.b. quotations for Okanagan apples from the prairies, which he contended was conclusive proof a mistake had been made in rushing apples onto the market instead of having them available now.

C. Tice, provincial potato expert, outlined the work being done along

the lines of producing certified potato seed in B. C.

He hoped a place would be made in the new co-operative organization for potatoes as well as fruit.

A strong appeal to all berry growers to line up and enter the co-operative organization about to be formed, was made by President H. M. Eddie, of the B. C. Berry Growers' Association, Vancouver, in the course of an address on the subject of "The Fruit Situation as it Affects the Berry Grower."

Resolutions pointing out the difference in conditions which prevail in the Salmon Arm district and in the southwest Kootenay, as compared with conditions at Summerland, where the Dominion Experimental Farm is located, requested the Dominion government to establish an experimental farm at Salmon Arm, under non-irrigation, and another at a point in southwest Kootenay, where the position and conditions will tend to make this work most valuable to the district.

At present, the Horticultural Act, regarding compulsory spraying, requires a petition signed by the owners of at least 80 per cent. of the acreage. A resolution requested that this clause be made to read 80 per cent. of the growers.

Another resolution favored such legislation as will prohibit the importation of apples and pears from infested districts to Canadian territory, or otherwise, the imposing of a tax upon imported fruit sufficient to cover cost of codling moth inspection work both at point of importation and in the orchards. After some discussion, in which the new president, L. E. Taylor, Hon. E. D. Barrow, W. H. Lyne, chief inspector of imports, and R. G. L. Clarke, chief fruit inspector for B. C., participated, the resolution was lost. One of the chief arguments against it was that it might result in an embargo by the U. S. A. on Canadian fruit, whereas Aaron Sapiro had stated that a large market existed in the States for our produce.

By a vote of 30 to 20, the following resolution was carried:

"Resolved, that the B. C. F. G. A. are opposed to the principle of assessing the fruit industry or any portion thereof for the purpose of raising money for pest control."

Hon. E. D. Barrow spoke against this resolution, pointing out that present provincial revenue from fruit lands was not sufficient to meet the cost of pest control. E. Foley Bennett, Penticton, stated that the growers of his district, being aware of the seriousness of the menace, were prepared to be taxed to assist the whole industry in the Valley.

### Oriental Question.

After considering two resolutions, one from Armstrong and the other from Mission, on the subject of Orientals, the association adopted another as follows:

"That this meeting is in favor of the resolution passed by the Legislature on Nov. 21, 1922, and be it further resolved that the government, Dominion of Canada, be petitioned to grant assent and accord active assistance to obtaining an amendment to the British North America Act, giving the province of British Columbia, at present the most affected, power to make laws prohibiting Asiatics acquiring proprietary interest in any form whatever in agricultural, timber, mineral lands in B. C., or in fishing or other industrial enterprises carried on within the province and from obtaining employment in any of the above mentioned industries. Further, that the government of the Dominion of Canada be requested not to grant adherence on the part of Canada to any treaty or binding international obligation in any form having the effect of limiting the authority of provincial legislatures as set out by the terms of this resolution. Further, that a copy of this resolution be forwarded to the secretary of state, Dr. King, minister of public works; Hon. Mr. Stewart, minister of interior, and all Federal members from B. C."

Farmers on the Shuswap Lake are asking for a better boat service and a resolution supporting them was carried without discussion.

North Kelowna presented a resolution asking the B.C.F.G.A. to go into the question of re-payment of government loans to water districts and agricultural industries, with a view to obtaining relief in the way of extension of time of re-payment.—Carried.

### Express Rates.

Naramata—Resolved, that the time during which reduced rates on express shipments of fruit are operative, be extended.—Carried.

Keating, Vancouver Island, presented two resolutions, one asking for through express rates on berries from Vancouver Island. At present this commodity is handled as ordinary freight until it reaches Vancouver. Their second resolution pointed out the present demoralized market conditions and urged that resolutions be made to the railway commissioner for cheaper freight and express rates.

Summerland—Resolved, that we

## RE ESTATE OF ISAAC BLAIR, DECEASED.

NOTICE IS HEREBY GIVEN that all creditors and other persons having claims against the estate of the late, Isaac Blair, who died at West Summerland, B.C., on the 12th day of November, 1922, and probate of whose will has been granted to Ernest Edward Hutton and William Ritchie, the Executors named in said Will by the Supreme Court of British Columbia, in Probate, are required to send such claims, with full particulars, and duly verified, to the undersigned on or before the 12th day of February, 1923, and that after that date the Executors will proceed to distribute the estate among the parties respectively entitled thereto, having regard only to claims of which notice shall then have been received, and that the said Executors will not be liable for the assets or any part thereof, so distributed, to any person of whose claim they shall not have had notice at the time of distribution.

Dated this 9th day of January, 1923.

W. C. KELLEY,  
Solicitor for the Executors,  
West Summerland, B.C.

express our appreciation of the Provincial Government and Legislature in pressing upon the Dominion Government the necessity of putting into force early in the season measures to prevent the dumping of fruit from outside on our home markets, and we urge that this matter be kept before the Dominion authorities in due season this year.—Adopted.

Dumping Laws.

The following resolution from Penticton was also carried:

Whereas, the operation of the Anti-Dumping Clause of the Tariff Act has been unsatisfactory during 1922, due largely to the length of time required to put it in force under the jurisdiction of the Governor-General-in-Council;

Therefore, be it resolved, that the Dominion Government be approached and asked to place the operation and enforcement of the Anti-Dumping regulations in the hands of the Minister of Customs with power to act.

Salmon Arm presented a resolution pointing out the handicap on B. C. exhibitors at the Imperial Fruit Show, and also that the Ontario government has stood behind its growers by bearing a share of the cost and sought the support of the provincial government by a grant that will put B. C. growers on an equal standing and thus lend assistance for the advancement of the industries in B. C.—Carried.

A resolution from North Kelowna asking for the appointment of a government horticulturist for the Kelowna District was also carried.

A resolution from Mission pointed out the necessity of barnyard manure, especially in berry growing, and requested the B.C.F.G.A., the Traffic and Credit Association, the Dominion Horticultural Branch and Canadian Council of Horticulture to endeavor to arrange for a cheap and plentiful supply of barnyard manure from Calgary stockyards at a cost of \$3 per ton to points in British Columbia.

Another from the same source sought a lower rate on carlots of berries to prairie points, with favorable through rates to Fort William and Port Arthur.

Mission would also have the government arrange an itinerary for the services of Aaron Sapiro among the fruit growers of B. C. He is wanted by the berry growers of the Fraser Valley and the Islands and in the Kootenays.

Hon. Mr. Barrow explained that an appropriation of \$2,000 is available, but could only be used for the mutual interests of all growers. The resolution, it was explained, covers all the branches of fruit and vegetables. The itinerary is to take Mr. Sapiro wherever he is wanted.

Other Resolutions.

It was agreed to ask for the assistance of the government in establishing cold storage plants in the province.

It was resolved to appeal for free importation of grading machines.

A resolution regarding the completion of the Kelowna-Kamloops branch of the C. N. R. as forwarded by the United Farmers, was endorsed.

It was decided to take immediate action with a view to obtaining adjustment of assessment on trees as improvements, and adjournment of courts of revision.

It was agreed to petition the Dominion government for the removal of sales tax on fruit boxes and crates.

It was moved by Col. Edgett "That the provincial government be requested to withhold proceedings to dispossess returned soldier settlers at Camp Lister, pending a report of the Federal parliamentary inquiry and reappraisal, with its possibilities of an amicable solution of the difficulties between the government and the men through the Federal Soldier Settlement Board.—Carried.

# NEW LOW BEEF PRICES

Lowest in Many Years! Phone or call here for the best bargains yet for your money. We handle nothing but the very best of everything in the meat line and our prices are very low.

## CHOICE BEEF

NOW ON HAND

Front Quarters at, per pound..... 6c  
Hind quarters at, per pound..... 8c

We will cut it up for you ready to use.

Come in and Look Over our Stock of

Fresh and Cured Meats

AND GET OUR PRICES

West Summerland Meat Market

## Radiator and Hood Covers

## Non-Skid Chains

## Anti-Freezing Mixture

## Summerland Garage & Machine Shop

Bentley & Peckham

Shaughnessy Avenue

Phone 30

## Bartholomew & Atkinson

Painters .. Decorators

Estimates Given.

House Phone - 972

Office do. - 584

### A. F. & A. M.

Summerland Lodge, No. 54

Meets Third Thursday

in the month.

C. J. Huddleston, W.M.

K. M. Elliott, Sec'y

## MORTGAGE SALE

UNDER AND BY VIRTUE of the powers of sale contained in a certain Indenture of Mortgage dated the 12th day of April, 1921, and made by John Wilkinson, the lands therein mentioned, that is to say, Block 12, Map 161, Summerland, B.C., will be sold by private treaty.

The Mortgagees are informed that the said lands contain 9½ acres, with a house.

Tenders for the purchase thereof will be received by the undersigned up to and inclusive of the 31st day of January, 1923.

For further particulars and terms of sale apply to

G. A. HANKEY & CO., LIMITED,

Vernon, B. C.,  
Agents for the Mortgagees. 778-81



## I.O.O.F.

Okanagan Lodge, No. 58

Meets Second and Fourth Monday

at 8 p.m. in Freemasons' Hall.

C. J. Freeman, C. H. Simey,

Noble Grand, Rec. Secretary.

## INSURANCE

FIRE, ACCIDENT, AUTO, Etc.

G. J. COULTER WHITE

PHONE 771.

# Very Special

Efforts are being made to reach every person who is troubled with stomach disorders, such as

Gas Pains, Sour Stomach, Belching, Heartburn, Acid or After-eating Distress

WE WANT YOU TO TRY

# JO-TO

### GUARANTEE

We positively guarantee Jo-To to be absolutely harmless. It is not a drug. Jo-To is a combination of natural mineral substances and vegetable compounds which quickly stops all stomach and bowel disorders.

Compounded by

THE JO-TO CO. OF CANADA LIMITED

Laboratory located at 458 Hastings St., Vancouver, B. C.

Two sizes only. Price 50c and \$1.

Free sample on request

For Sale by

ALL DRUG STORES

If your druggist can not supply you send \$1.00 to the company direct and receive a package postpaid.

SYNOPSIS OF Land Act Amendments

Minimum price of first-class land reduced to \$5 an acre; second-class to \$2.50 an acre.

Pre-emption now confined to surveyed lands only.

Records will be granted covering only lands suitable for agricultural purposes and which is non-timber land.

Partnership pre-emptions abolished, but parties of not more than four may arrange for adjacent pre-emptions with joint residences, but each making necessary improvements on respective claims.

Pre-emptors must occupy claims for five years and must make improvements to value of \$10 an acre, including clearing around 10 acres, at least 5 acres, before receiving Crown grant.

Where pre-emptor in occupation not less than 3 years, and has made proportionate improvements, he may, because of ill-health, or other cause, be granted intermediate certificate of improvement and transfer his claim.

Records without permanent residence may be issued, provided applicant makes improvements to extent of \$300 per annum and records same each year.

Failure to make improvements or record same will operate as forfeiture. Title cannot be obtained in less than 5 years, and improvements of \$10.00 per acre, including 5 acres cleared and cultivated, and residence of at least 2 years are required.

Pre-emptor holding Crown Grant may record another pre-emption, if he requires land in conjunction with his farm, without actual occupation, provided statutory improvements made and residence maintained on Crown granted land.

Unsurveyed areas, not exceeding 20 acres, may be leased as homesteads; title to be obtained after fulfilling residential and improvement conditions.

For grazing and industrial purposes areas exceeding 640 acres may be leased by one person or company.

Mill, factory or industrial sites on timber land not exceeding 40 acres may be purchased; conditions include payment of stumpage.

Natural hay meadows inaccessible by existing roads may be purchased conditional upon construction of road to them. Rebate of one-half of cost of road, not exceeding half of purchase price is made.

PRE-EMPTOR'S FREE GRANTS ACT.

The scope of this Act is enlarged to include all persons joining and serving with His Majesty's Forces. The time within which the heirs or devisees of a deceased pre-emptor may apply for title under this Act, is extended from one year from the death of such person, as formerly, until one year after the conclusion of the present war. This privilege is also made retroactive.

No fees relating to pre-emptions are due or payable by soldiers on pre-emptions recorded after June 26, 1918. Taxes are remitted for five years.

Provision for return of moneys accrued, due and been paid since August 4, 1914, on account of payments, fees or taxes on soldiers' pre-emptions.

Interest on agreements to purchase town or city lots held by members of Allied Forces, or dependents, acquired direct or indirect, remitted from enlistment to March 31, 1920.

SUB-PURCHASERS OF CROWN LAND.

Provision made for insurance of Crown grants to sub-purchasers of Crown Lands, acquiring rights from purchasers who failed to complete purchase, involving forfeiture, on fulfillment of conditions of purchase interest and taxes. Where sub-purchasers do not claim whole of original parcel, purchase price due and taxes may be distributed proportionately over whole area. Applications must be made by May 1, 1920.

GRAZING.

Grazing Act, 1919, for systematic development of livestock industry provides for grazing districts and range administration under Commissioner. Annual grazing permits issued based on numbers ranged; priority for established owners. Stock owners may form Associations for range management. Free, or partially free, permits for settlers, campers or travellers, up to ten head.

VERNON GRANITE AND MARBLE COMPANY

Quarrying and Cut-Stone Contractors Monuments, Tombstones and General Cemetery Work. PRICE STREET - VERNON

HERBERT V. CRAIG BARRISTER-AT-LAW

SOLICITOR, NOTARY PUBLIC (Late Registrar of Titles, Kamloops) KELOWNA - B.C.

For a Bilious Headache

brew a cup of Celery King—natural herbs and roots—a gentle laxative and purifier. Tones up the liver and stimulates digestion. Makes you feel bright and vigorous. 30c and 60c, at druggists.

Stop that Cough

It distresses you and your friends—it is dangerous. A few drops of Shiloh, the 50-year old remedy, brings immediate relief. Shiloh stops that irritating tickling in the throat, loosens the phlegm and heals the tissues. Get Shiloh, at your druggists, 30c, 60c and \$1.20.

SHILOH FOR COUGHS

Peachland Doings

A Weekly Chronicle Furnished by Our Local Representative.

Mr. W. Allen Dowman, Vancouver, superintendent of agencies for Canada National Fire Insurance Co., paid a hurried visit to local agent, H. E. McCall, last week.

The regular monthly meeting of the Peachland W. C. T. U. was held at the home of Mrs. H. E. McCall on Friday, with the vice-president, Mrs. Geo. Keyes, in the chair who led devotional exercise. A letter from Miss Agnes Sproul, W. C. T. U. missionary, of Vancouver, acknowledged receipt of ten dollars sent for relief work. Arrangements were completed for the organizing of a Loyal Temperance Legion on Saturday, Jan. 27th, in the Municipal Hall. Members of the union are hoping for a large attendance of children and the hearty support and co-operation of the parents.

At the last meeting of the Women's Institute the president asked for suggestions for the year's program. Following are among the suggestions: A radiophone, cement sidewalks, waste paper receptacle screening for school windows, aving for the same, a moving picture machine and a town clock. These will be up for further discussion and decision. News was received that Dr. J. G. Shearer, general secretary of the Social Service Council of Canada, will give a public address in Peachland on Feb. 27th and he requests that all high and public school students be present.

R. J. Hogg made two short visits home last week, being still busy in connection with committee duties on the growers' organization.

Majors and Mrs. Hardisty motored to Kelowna last week where he represented the Peachland growers at the growers' convention. They remained over the week-end, Miss Weston, who accompanied them, returning by the evening boat.

Ed. Morsh was a visitor to Kelowna on Saturday.

Mr. Geo. McBean and his sister

were out of town over the week-end, going south on Saturday's boat.

Mr. W. H. Irwin, of Naramata, was a week-end visitor in Peachland having stopped off Saturday evening on his way from the B. C. F. G. A. convention in Kelowna, where he represented his district. The purpose of Mr. Irwin's visit was to meet the workers of the Sunday schools and assist them in arranging for a Sunday School Institute, which they expect to hold about the middle of February. Mr. Irwin has been a very ardent worker in connection with Sunday schools for a long time, having served over 20 years in the Manitoba Sunday School Association and is now taking a keen interest in the work in the Valley. He has been a central factor in the S. S. Institutes held among the Naramata, Summerland and Penticton schools for a couple of years and it was largely through his instrumentality that the Peachland schools have been added to those of the three sister towns for the purpose of holding these institutes and thus increase the efficiency of the Sunday schools.

Mr. Irwin met the Peachland workers on Sunday afternoon in the Baptist church and after a short address a program for the Peachland Institute was drawn up and committees formed to carry out the arrangements. Quite a number of the young people donned their skating costumes and hunted out their skates on Saturday night and motored to Hardy's Lake, where it was found there was a beautiful sheet of solidified aqua trimmed just to suit the spirits of the party. They, one and all, report having had a swell skate and contemplate making further use of it while it keeps in good condition.

Mr. and Mrs. John Bartfay and family, of Fenwood, Sask., are guests of Mr. and Mrs. Zold. They are looking over the country with a view to settling in B. C.

Mr. J. T. Long, of the Great Ranch, spent a day in Kelowna recently discussing with officials and growers the best varieties of apples to plant.

Mr. Sauter, of Vernon, was in the community last week gathering hides. He was accompanied by Will Gellatly.

When working out the problems of finance with each local and the investor providing the capital, the advantage or disadvantages of one or other system may be found greater than has been apparent in the course of our investigations, and it would not be wise for this meeting definitely to commit itself to one system or the other.

There is still another plan which might be followed, under which the independent shipper plants which are needed would be acquired and held by a holding company for each district, the shares of which would be held by growers desiring to form a new Local Holding Company for the purpose.

Such buildings might then be rented to the Local operating company and operated as part of the unit composed of the old Local's buildings and the new Local's buildings.

We feel, however, that the Local and general problems are so varied that they can only be satisfactorily dealt with by the new Committee that will doubtless be appointed or by the directors of the Organization having the necessary authority to adopt the most workable plan.

There is another matter requiring consideration which can only be dealt with by the incoming directors, which the plans already outlined would provide for acquiring the packing houses and equipment of private shipping firms only.

The Okanagan United Growers Limited holds in trust for the growers who have been shipping through it, certain assets, such as a building in Vernon, shares in and advances to the Fruit Products Company, secured advances to the Wood Products Company and machinery.

These interests of growers should receive full consideration in the proposed re-organization. While it is not suggested that the Selling Company, the formation of which we recommend, should take any responsibility or liability in regard to such investments, it can and should cooperate in any way in its power in devising plans for realizing on these assets to the greatest advantage to the growers whose money is invested in them.

In conclusion we desire to report to this meeting that in seeking the best solution for the many problems connected with the proposed new organization we have found in the directors of the Okanagan United Growers, Ltd., and independent shippers whom we consulted, an attitude of friendly co-operation and a readiness to afford us all necessary information and assistance in paving the way for the larger movement that has rendered it possible for us to bring this difficult task to the advanced stage it has now reached.

F. E. R. WOLLASTON, Chairman, Growers' Organization Committee.

SHORT COURSES IN AGRICULTURE

The faculty of agriculture in the University of British Columbia have prepared short courses to be given during this month and next. A course in Poultry Husbandry closed last Saturday and continuing through this week and all of next, is a course in Agronomy and Animal Husbandry. During the week beginning Feb. 5th,

Naramata News

Current Events of Town and District

Mr. W. H. Irwin has been in communication with church officers at Peachland and hopes to include the Sunday school of that town in the series of institutes now being held.

The Ladies' Aid held their regular meeting in the church basement on Wednesday afternoon. Mrs. F. Young presided and Mrs. A. C. George served tea. There was a good attendance. Some improvements to the church property were decided on by the meeting, and will be put in hand at once.

Mr. John Smith is back from the Summerland hospital and reports good progress towards recovery.

A merry party of Badminton enthusiasts visited the Summerland players by special ferry on Thursday afternoon and spent a good time in the gymnasium for two or three hours. All told, the combined teams numbered about 35. The Summerland ladies served tea and refreshments to their guests, who returned to their home town at 5.30.

A whist drive, under the auspices of Mrs. McKay, Mrs. Nuttall, Mrs. Horswill and Mrs. Routh, was held in the Unity Club on Thursday evening, the proceeds to be devoted to the cemetery fund. About thirty persons were present. Mrs. Geo. Cook won the first prize for ladies, and Mr. Cook secured the trophy on the men's side. The "booby" prizes were awarded to Mrs. Grimaldi and Bert Partridge. Refreshments were served during the evening.

Until Dr. Andrew snapped the loose ends together, Geo. Weaver did not know he had been going around for a week with a broken rib, although he had been painfully aware that something was wrong. The break occurred when Mr. Weaver slipped up on some rising ground in West Summerland and fell forward. He and Mr. J. Smith now take turns at being strapped up by the doctor.

The Woman's Auxiliary of the Anglican church met on Friday at the home of Mrs. Cook, a large number of members being present. The meeting being the first one of the New Year, the officers for the coming season were elected, Mrs. Langueodoc being again chosen for president, Mrs. Weaver for vice-president, and Mrs. Horswill for secretary. Tea was served by Mrs. Cook.

Mr. W. H. Irwin, who attended the Kelowna meeting as delegate to the B. C. F. G. A. last week, reports a very enthusiastic and successful gathering. He stayed over till Saturday to hear the speech of Mr. Oliver, partner of Mr. Sapiro, and was impressed by the evident scope of his knowledge on marketing matters. Mr. Irwin remained at Peachland over Sunday and completed arrangements with the S. S. officials there for an institute gathering to be held in that town about the middle of February.

A great number of appeals have gone in against the tax notices lately received, as these do not show the 50 per cent. reduction of the tree tax passed by the provincial government, and it is understood that this will have to be adjusted at the courts of revision.

We regret that in last week's report of the Naramata S. S. Institute, the name of Mrs. D. O. Hughes was omitted as convener of the luncheon committee to the delegates.

There are two courses, one in Dairy-ying and the other in Farm Economics. A two weeks' course in Horticulture, Insects and Diseases begins on Feb. 12th.

The registration fee for the entire course of seven weeks is ten dollars, or for any two weeks, five dollars. No examination or special entrance requirements are made.

If any of our readers are interested, they should apply to the Registrar of the University of British Columbia, Vancouver.

SUMMERLAND MAN NOW MANUFACTURER

There was recently published in the local paper at Renfrew, Ont., a very interesting story on the making of ice cream and butter in the Renfrew Creamery, of which Walter M. Wright, until recently a resident of Summerland, is manager.

The occasion of the write-up was a visit, by invitation, of the teachers of the public schools and the students of the Model school to the creamery, to learn of the processes involved in the manufacture of its products.

Judging from the tone of the tone of the story, Mr. Wright is making good in his new undertaking and this information, in itself, will be welcome news to many of his friends here.

"A Terrible Experience"

"I Recall My Experiences with the Burglar with Feelings of Horror!"

"How would you feel if you awakened in the middle of the night with a flashlight shining in your eyes and the gruff voice of a man threatening that, 'if you make the slightest noise, I'll shoot?' That was my experience the end of last March when my husband was away in the woods and I was alone with my three children. Everytime I think of this experience a shudder passes over me and as long as I live I shall remember it. At the time I really thought I would die. It's a wonder my heart did not stop beating. I was so weak that even if I had any desire to move, I could not. I was bathed in a cold, clammy perspiration. Even to recall the shocking details now makes me shudder. It was a result of this shock that I contracted a high fever and for hours at a time I was delirious. I got so bad that the doctor finally gave up hope of my ever recovering, but by careful nursing, I was finally pronounced out of danger. The shock had left me so weak, that for no reason whatever, I would suddenly burst into tears. All the life seemed to have been taken out of me. I kept getting weaker and weaker, so much so that my husband and children were constantly worrying about me. Doctors prescribed for me and while I willingly tried their medicines, only very few of them did me any good, but unfortunately the good was not lasting. My family asked me if I would try Carnol and I said, 'I was willing to try anything,' but felt that it would not do me any good. Four bottles of Carnol taken regularly, has completely restored my former health and strength and, while I occasionally recall my experience with the burglar with feelings of horror, I am otherwise as well and strong as I have ever been. Carnol is the most wonderful preparation I have ever used for building and restoring health and strength. It has done wonders for several of my friends to whom I have recommended it." Mrs. McC. of...

Carnol is sold by your druggist, and if you can conscientiously say, after you have tried it, that it hasn't done you any good, return the empty bottle to him and he will refund you money.

BUCKLEYS BRONCHITIS MIXTURE At All Druggists 40¢ and 75¢ FOR 165 COUGHS-COLDS BRONCHITIS MONEY BACK GUARANTEE Sold in Summerland by Summerland Drug Company

Smith & Henry Motor Drayage and Express Work Dealers in Coal and Wood ALL ORDERS PROMPTLY ATTENDED TO PHONES: Office 18, A. Smith 583, G. Henry 935

Hotel Dunsmuir Vancouver's Newest and most complete Hotel - 250 ROOMS - 100 with Private Baths. EUROPEAN PLAN \$1.50 per day up Electric Auto Bus Meets All Buses and Trains Free. Cor. Dunsmuir and Richards Sts.

W. J. ROBINSON NOTARY PUBLIC REAL ESTATE AND INSURANCE Office at HOTEL SUMMERLAND 40 Acres of Land - a Choice Buy

triar of the University of British Columbia, Vancouver. SUMMERLAND MAN NOW MANUFACTURER There was recently published in the local paper at Renfrew, Ont., a very interesting story on the making of ice cream and butter in the Renfrew Creamery, of which Walter M. Wright, until recently a resident of Summerland, is manager.

HOTEL SUMMERLAND The Hotel on the Lakeside Dining Room Open From 5.30 to 7 p.m. C. B. McCALLUM, Manager

Are You in Need of a Truck? We have been appointed dealers in this district for Ruggles, Day-Elder and Traffic Trucks and can supply you with the one most adapted to your particular needs Let us talk it over with you. If you already have a truck, is it in good running order? Perhaps with a little repair work we could save you big expense later on. Let us "look it over." Nesbitt & Forster's Garage and Filling Station

LUMBER BOX SHOOK, &c. "QUALITY LUMBER" with "UNEQUALLED SERVICE" Flume Lumber, Timbers, Dimension, Boards, Shiplap, Clears, Flooring, V Joint, Mouldings, Lath and Interior Finish. Cement, Lime, Plaster, Brick, Building Paper, Roofing, Etc. SEE OUR CEDAR SHINGLES BEFORE BUYING ELSEWHERE. A full line in stock of Windows and Doors, Box Shook, Crates, Tin Tops, Etc. NO SUBSTITUTION OF INFERIOR GRADES Buy direct from the manufacturer. WE LEAD. OTHERS FOLLOW. SUMMERLAND LUMBER CO., LTD. West Summerland Yard - Phone 333 Mineola Mill - Phone L11

Summerland-Naramata Ferry Winter Schedule - Effective November 15 Leave Summerland at 9 a.m. and 3 p.m. Leave Naramata at 10 a.m. and 4 p.m. and on Saturdays at 12 noon also. Okanagan Lake Boat Co., Ltd. CAPT. P. S. ROE, Manager

Too Much Divided The Union first brought reasonable feed prices to the district. It has ensured reasonable prices for a number of years. A certain volume of business is necessary to keep open. Patronize the Union's Feed Department and safeguard the future. Summerland Fruit Union

ALFRED BIAGONI Concrete, Brick, Stone, Lath and Plaster Work, Etc. CONCRETE MIXER ESTIMATES GIVEN P.O. Box 50. West Summerland

# THE EMPRESS

Fri. & Sat., Jan. 26 & 27—

MILTON SILLS "

— in —

"BURNING SANDS"  
"HICKERY HICK"—Christie.

Mon. & Tues., Jan. 29th & 30th—

"THE FOUR HORSEMEN  
OF THE APOCALYPSE"  
RETURN ENGAGEMENT

AT REGULAR PRICES

Comedy, "OUT ON BAIL"

One Show Each Evening at 8 o'clock

Wed. & Thurs., Jan. 31 & Feb 1—

BERT LYTELL

— in —

"TO HAVE AND TO HOLD"  
Special Comedy,

"LOOK OUT BELOW"

Fri. & Sat., Feb. 2nd and 3rd—

"PASSION"

— featuring —

POLA NEGRI

Fifty Cents

Weekly International

"GYMNASIUM JIM"—Sennett

SUMMERLAND

BAPTIST CHURCH

Rev. Z. L. FASH, M.A. B.D., Pastor

10.30 a.m., sermon, "The White

Stone."

Junior sermon, "The Hood."

11.45 a.m., Bible School.

7.30 p.m., "How Every One Can

Secure a College Degree."

W. C. KELLEY, B.A.

Barrister, Solicitor, Notary.

MONEY TO LOAN

Insurance of All Kinds.

WEST SUMMERLAND : B. C.

6-22p



DEPARTMENT OF LANDS

NOTICE.

Application for Grazing Permits for the Season of 1923.

Applications for permits to graze livestock on the Crown range within each grazing district of the Province of British Columbia, must be filed with the District Forester at Cranbrook, Port George, Kamloops, Nelson, Prince Rupert, Williams Lake, Vancouver and Vernon, or with the Commissioner of Grazing, Parliament Buildings, Victoria, B.C., on or before March 15th, 1923.

Blank forms upon which to submit applications may be obtained from the District Foresters at the above named places, or from the Department of Lands at Victoria, B.C. G. R. NADEN, Deputy Minister of Lands, Victoria, B.C., January 4th, 1923. 779-84

## HARVEY & ELSEY

Building Contractors

DEALERS IN

Dimension Lumber  
Finishing Material  
Sashes and Doors

Cement  
Lime  
Brick  
Glass

Builders' Hardware

West Summerland

Phone 4

## Coming Events

Notices under this heading are inserted at 3 cents a word. Each repeat, 2 cents a word; minimum charge, 50 cents. Contract rates on application.

Three good games of basketball, Friday, 26th, 7.30 p.m., at College Gymnasium. Kelowna Scouts vs. Summerland Scouts. Admission, 25 cents.

Don't forget Whist Drive to be held in Parish Hall, in aid of the G. W. V. A. building fund, Monday 29th, at 8 o'clock sharp. 781

## LOCAL PLAYERS IN TOURNAMENT

Summerland Badminton players made a very creditable showing at a Badminton tournament held at Kelowna on Saturday and Monday. Vancouver and Vernon, in addition to Kelowna and Summerland, were represented. In all, there were about 100 entries, but as Summerland did not send any women players, the number of events participated in by this town was restricted.

The local Badminton club was represented by Messrs. P. G. Dodwell, R. G. Russell and E. R. Faulder.

Of the five open events in which Summerland entered, the results were as follows:

Men's Singles—R. H. Hill, Kelowna, 1; P. G. Dodwell, Summerland, 2.

Men's Doubles—Hill and E. Dart, Kelowna, 1; Russell and Dodwell, Summerland, 2.

Mixed Doubles—R. H. Hill and Mrs. Belsion, Kelowna, 1; R. G. Russell, Summerland, and Miss Judge, Kelowna, 2.

Men's Doubles, handicap—E. R. Faulder, Summerland, and J. B. Whitehead, Kelowna, 1; Col. Belsion and A. Willis, Kelowna, 2.

Mixed Doubles, handicap—Dodwell and Miss Pearson, Vancouver, 1; Hill, Kelowna, and Miss Bodie, Vancouver, 2.

The Summerland representatives speak very complimentary of the manner in which they were entertained by the Kelowna club. All the visitors, they state, had a splendid time.

## SUMMERLAND WEATHER REPORT

Below is a report furnished by the Dominion Experimental Station here for the week ending Tuesday:

	Max.	Min.	Rain	S.S.
Jan. 17-40	36	.02	.....	0.0
Jan. 18-36	29	.....	.....	0.6
Jan. 19-37	24	.....	.....	7.2
Jan. 20-30	21	.....	.....	7.2
Jan. 21-30	19	.....	.....	0.0
Jan. 22-34	23	.....	.....	3.8
Jan. 23-34	27	.....	.....	3.0

A man usually gets what he deserves in the end, but he gets a lot of good things that he doesn't deserve in the meantime.



## TIMBER SALE X4763

Sealed tenders will be received by the District Forester, Vernon, not later than noon on the 31st day of January, 1923, for the purchase of Licence X4763, near Aeneas Creek, to cut 206 cords of Pine and Fir Cordwood. Two years will be allowed for removal of timber.

Further particulars of the CHIEF FORESTER, Victoria, B.C., DISTRICT FORESTER, Vernon, B.C.

## LICENSED AUCTIONEER

D. LORNE SUTHERLAND  
PHONE 661

Phone Penticton 39 Day or Night

BEN PRIEST,

Funeral Director.

Certificated Embalmer.

Perfect Funeral Service.

SUMMERLAND | PENTICTON

## SAFETY INSURE AT ONCE

with

A Board Company

through

G. Y. L. Crossley

Real Estate and Insurance,

Anything in either

Phone 424. West Summerland

## PASSING EVENTS

LOCAL, PERSONAL, SOCIAL & OTHERWISE

A. Milne is continuing his discount sale for another week. 781

W. Johnston returned Tuesday night from a short business visit to the prairies.

Mr. Steinbeck is building on his lot adjoining the town gulch, next to Carter's plumbing shop.

Mr. and Mrs. J. J. Mitchell have as their guest his brother, Mr. David Mitchell, of Manitoba, who is on his way east from a visit to the Coast.

Motor owners and chauffeurs are reminded that they must get their licenses from Government Agent Dewdney, at Penticton. Those without a license by Feb. 1st, are liable to penalty.

Summerland delegates to the organization convention, held on Saturday and Monday at Kelowna, will report at a public meeting to be held in the Rialto theatre, Saturday afternoon. Formal announcement of the meeting is made in our advertising columns.

S. D. Cooper, son of Mr. and Mrs. F. D. Cooper, Peach Orchard, arrived here Tuesday morning to spend a few weeks with relatives. Mr. Cooper has been connected with one of the large daily papers at Johannesburg, S. Africa. From South Africa he went to Australia, and from there here. After a few weeks here he will visit Vancouver, Chicago and New York, and will then proceed to London.

A very enjoyable dance was given by the operating staff of the Summerland Telephone Co., on Tuesday night in the R. H. English cottage recently vacated by A. Walden. About thirty-two invited guests were present, the number in attendance having been, of necessity, limited on account of the lack of accommodation. The operators plan to make this an annual event, and hope, next year, to be able to entertain a much larger crowd.

## GARNETT HOME HEAP OF ASHES

Members of Household Escape With Only Nightclothes in Midnight Blaze.

Fire, late Wednesday night, completely destroyed the home of Mr. and Mrs. T. J. Garnett and much of the household and personal effects. The family had retired a short time before and it was a little after 11 when Miss Grace Garnett was awakened by smoke and gave the alarm. The fire had then gained such headway that it was impossible to save the building and but a few minutes were left in which to salvage some furniture, etc. Some of the household escaped with only their nightclothes. The origin of the fire is unknown, but seemingly it started in the back kitchen.

In the house at the time were Mr. Garnett and Mr. and Mrs. Horace Ledyard, the latter Mrs. Garnett's sister, and the Misses Grace, Zanda, and Dorothy Garnett. Mrs. Garnett was wrongly reported last week as having returned from Seattle, where she has been visiting, but is staying at other places on the way. Their eldest daughter, Miss Alva, is teaching at Westbank and is expected home tomorrow.

Particulars of insurance are not available, but it is said that there was some insurance on the furniture as well as the house.

Mr. and Mrs. Garnett and family will have the sympathy of a wide circle of friends.

Secretary Knowles, of the Board of Trade, interviewed Mr. Garnett early this morning and ascertained that all his household utensils and crockery, etc., were destroyed, and acting on the instructions of the board executive and under their auspices, a "shower" of household and kitchen utensils is being asked from the citizens of Summerland.

Those who can spare a few things along these lines are asked to leave them as soon as possible at the office of the secretary in the Kelley block and at the store of the Stark Supply Co.

## EGG PRODUCERS IN ASSOCIATION

Summerland Poultry and Produce Association was formally launched at a meeting of poultrymen, held in St. Andrew's Hall, Tuesday evening. Forty-two local egg producers joined the new organization that night and a number of others are expected to sign up immediately.

Mrs. W. C. W. Fosbery was elected president; C. J. Amm, vice-president; P. E. Knowles, sec.-treas.; Mrs. T.

Mrs. Basil Steuart returned last week-end from Vancouver, where she has been visiting since before Christmas.

Mr. Jones, of the staff of the Dominion Bank here, has been transferred to Calgary, and left here Tuesday morning to take up his new duties.

With the drop in temperature, a good sheet of ice has been formed at the rink, and skating enthusiasts are taking full advantage of it. This year the rink is in charge of Alfred Johnston and Dan. Rutherford, who are working hard for a successful season while the cold weather lasts.

Sensational bargains! Women's \$5 and \$8 boots for sale at \$1.95; Women's dancing pumps, \$4.85, for sale at \$2.50; Men's Oxfords to \$6, for sale at \$1.95. Men's boots to \$6, for sale at \$3.85. Children's boots to \$2.50, for sale at 95 cents. Bargains in all kinds of footwear. Bear's Shoe Store. 781

Nicholas Solly, eldest son of Rev. H. A. and Mrs. Solly, was operated on at the hospital Wednesday afternoon for appendicitis. He had not felt well for several days, but had expected to play in one of the basketball matches against Kelowna here Friday night, but following an acute attack, he was hurried off to the hospital and operated on immediately. His condition is now very satisfactory.

Rev. Jas. Dunlop, recently pastor of the Summerland Baptist church, has accepted a call to the pastorate of the Central Baptist church, St. John, N.B. Mr. Dunlop has been filling the pulpit of that church for some time and has been considering the request of the church to become their pastor. A recent copy of a St. John paper states that he has accepted. The church has a membership of about 600.

C. Orr and J. Tait, directors.

Mrs. Fosbery, in a few opening remarks, explained the purpose of calling the meeting and submitted rules and regulations which she thought would be suitable for the purpose, and asked that these be considered by the gathering.

J. Tait was appointed to the chair and Miss Cartwright was secretary. Mr. Tait described poultry as one of the best producing lines that might be taken up locally. He declared that orchardists are not making the best of their opportunity if they do not keep poultry.

It was stated by Mrs. Fosbery that L. W. Rumball would undertake the buying of feed and supplies on a 10 per cent. margin and that he would also receive, grade, pack and market the eggs on a per dozen charge. This and other details will be dealt with by the directors.

## COMMITTEES ARE APPOINTED BY THE REEVE

Standing committees were appointed by Reeve J. R. Campbell at the first meeting of the municipal council, held on Thursday afternoon. Two councillors were appointed to each committee, the first named being chairman. The reeve is ex-officio, a member of each committee. Here is the line-up as made by Reeve Campbell.

Water Committee—Coun. Kirk and Ritchie.

Finance Committee—Coun. Ritchie and Kirk.

Electric Light Committee—Coun. Bristow and Johnston.

Public Works Committee—Coun. Johnston and Bristow.

Though still suffering from his recent serious accident, Reeve Campbell presided throughout the meeting, which lasted most of the afternoon.

The resolutions adopted at the ratepayers' meeting in the Rialto theatre and already reported in these columns, were presented by Capt. H. H. Creese.

One dealt with the supply of irrigation water limited by the department to 2 1/2 acre feet, and pointed out that this was inadequate for the necessity of the orchards of the district and also claimed that our watershed was capable of providing a larger supply.

The resolution was tabled, as was also those relating to the putting of measuring boxes into general use and the resolution of sympathy to Reeve Campbell and his family. Doubtless each of these will be dealt with later.

The Canada Colonization Association asked for, and will be given, a list of undeveloped lands within the municipality, owned by non-residents.

It was decided that the account of the Forest Ranger for bringing his fire engine to the fire in which the Union and C. P. R. properties suffered, will be paid by the municipality.

An extension of the electric light system was approved, to serve the properties of Mrs. Bentley and Messrs. Sanderson, Guidi and Fenner, the latter until recently being the Jenkinson home.

Coun. Kirk submitted plans necessary to legalize an exchange of road allowances, now running through the Dale meadows, for a road along the southern edge, following practically the now travelled road. This was held over until next meeting.

The municipal electrician reported that an extension to the power lines had been made to include the Rialto theatre and Schwass' workshop. Connections had not yet been made to either.

Second and fourth Tuesdays in each month will be regular meeting dates.

# LAST LAP

## TWO MORE DAYS LEFT OF THE GREAT SALE

Our prices are LOW. Compare prices before you buy. If competitors offer to meet them the business is ours, you WOULD HAVE PAID their higher prices had it not been for our prices.

## Groceries at "Wholesale" Prices

CORNSTARCH, Per package	.11	Whole Wheat Flour, 10's	.50
ONTARIO CHEESE, Per pound	.29	Whole Wheat Flour, 24's	.90
CURRENTS, Per pound	.19	Graham Flour, 10's and 24's as above.	
COCOANUT, Per pound	.25	SARDINES, 4 cans for	.25
No. 1 JAP RICE, Per pound	.8	SARDINES, King Oscar	.19

TEA—BLUE RIBBON Pound 59¢	TOMATOES Large Tins 15¢	CRISCO 1-Pound Tin 29¢
---------------------------	-------------------------	------------------------

B. C. ONIONS, 14 pounds for .....25  
The Onions are No. 1 quality, firm and strong.

POTATOES—40 Sacks left to clear at, sack \$1.10

COCOA Buk, per lb.	.19	Pearl Barley, per lb.	.08
Fry's, 1/2-lb. tins.	.29	MARMALADE Cartons	.30
Lipton's, 1/2-lb. tins.	.27	4-lb. tins	.79

## EXTRA PURE JAM SPECIAL

Blackberry, 4-lb. tin.	.85	Corn	.16
Plum, 4-lb. tin.	.85	Peas	.18
Apricot, 4-lb. tin.	.85	Tomatoes	.15
Loganberry, 4-lb. tin.	.90	Large Size.	
Raspberry, 4-lb. tin.	.90	Pumpkin	.15
Strawberry, 4-lb. tin.	.90	Large size.	

## MISCELLANEOUS

BABY'S OWN SOAP, per cake	.13
VASELINE, 2 Bottles for	.25
SOAP CHIPS, reg. 20c per lb., for	.16
LIBBY'S MINCEMEAT, reg. 35c per lb., for	.25
CORNED BEEF, 1's	.33
McCORMICK'S SODAS, tin pails, reg. 60. Special.	.54
SUNLIGHT SOAP, carton	.28
W. WONDER SOAP, 4 cakes for	.25
DOG BISCUITS, per lb.	.14
SHOE POLISH, any color, 2 tins for	.25

THIS IS ONLY A PARTIAL LIST.

CASH COUNTS—An Order Will Convince You.

Summerland Grocerteria

PHONE 222

## At The Rialto Theatre

on Friday and Saturday, Jan. 26th and 27th.

### "The Man From Home"

The Big George Fitzmaurice Production featuring James Kirkwood and Anna Q. Nilsson. Beautiful Scenery taken in different parts of England, France and Italy. It's a Paramount Picture.

On Friday and Saturday, Feb. 2nd and 3rd.

### "The Long Chance"

from

Peter B. Kyne's Wonderful Novel by that name. This is an exceptionally good picture, so don't miss it.

Coming Up—These Big Specials

"GRANDMA'S BOY," "NEVER WEAKEN" and "A CONNECTICUT YANKEE"

## A Chair Free

With a sample of Sherwin-Williams

## SHER-WILL-LAC

for Staining and Varnishing in one operation.

When you see this miniature reproduction of a chair you will not be happy until you own one.

Call and get a regular thirty-cent tin of SHER-WILL-LAC, any color, for fifteen cents and a FREE CHAIR.

## Butler & Walden Bros.

Hardware, Furniture, Boots and Shoes.

## Farmers' Meat Shop

Buy direct from the local producers and help keep the money at home.

Only choice home-grown meats sold.

In prices, quality and service, we lead.

We carry a full line of Veal, Sausages, Beef and Poultry

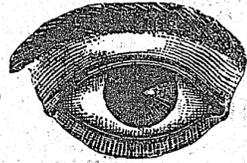
PHONE YOUR ORDERS TO

Shop 542 -- OR -- Farm L13

## H. S. TIMBERLAKE, B.O.

Consulting

Here Jan. 30



Optometrist

Here Jan. 30

Will be at the Summerland Drug Company's Store, Summerland, during the morning and at their West Summerland Store during the afternoon of

TUESDAY, JANUARY 30th

If in doubt about your eyes consult him. Satisfaction guaranteed

# Classified Advertising

**RATES FOR CLASSIFIED ADVERTISEMENTS.**

First insertion, 3 cents a word. Two cents a word each subsequent insertion; minimum charge, 50 cents per week.

If so desired, advertisers may have replies addressed to a box number, care of The Review. For this service add 10 cents.

The Review is not responsible for errors in copy taken over the phone. Contract rates on application.

## For Rent

**FOR RENT**—Large Heated Flat, with modern conveniences. Apply R. E. White, Agent. Phone 39.

## Lost

**LOST**—January 15th, between Wm. Ritchie's and Victoria Gardens, brown plaid motor rug. C. H. Gayton. 780

**LOST**—Cap off Oldsmobile car gas tank. Finder please return to W. J. Robinson. 778tf

**STRAYED**—From Trout Creek Range, two-year-old grey heifer and three-year-old red heifer, both branded F-C, two-year-old roan heifer, small red and white steer, faint P.X. combined; all with one dewlap. Chapman & Sons, Mazama. 781

## For Sale

**FOR SALE**—Few Leghorn Cockerels, A1 birds from C. P. R. Stock. Also yearling hens; good breeders. Phone 694. 781-2

**FOR SALE**—One choice dairy cow, fresh one month. G. K. Devitt. 776tf

**FOR SALE**—Old Newspapers, tied up in ten-pound bundles; 25c per bundle. Review Office.

**FOR SALE**—Three tons of hay. T. B. Young. 779tf

**FOR SALE**—900 Feet Greenhouse Glass, \$9 per hundred. T. B. Young. 779tf

**FOR SALE**—Eight Duroc-Jersey Pigs, eight weeks old, \$6 each. Chas. A. Marshall. Phone 978. 779tf

**FIFTY CENTS** paid in advance for an advertisement in this column will find you a buyer or locate the article you want. It will pay you.

**FOR SALE**—Heifer to freshen in February. Apply R. C. Verrier, Faulder's Siding. 780-1

**FOR SALE**—Baby Chicks: Banded Plymouth Rocks and Single Comb White Leghorns; bred for egg production from strong vigorous stock. Write for illustrated catalogue. C. G. Golding, Qualicum Poultry Farm, Qualicum Beach, B.C. Member R.O.P. Breeders' Association. 780tf

## Wants

**WANTED**—Everywhere in British Columbia, capable canvassers for attractive and remunerative proposition. Write immediately to H. V. McKinnon, 907 Rogers Bldg., Vancouver. 780-1

**NURSERY TREES**  
Grown in Summerland.  
For Sale by  
**JOHN STEUART**  
Rural Route. Phone 748.

**B. L. HATFIELD**  
**McLaughlin**  
AND  
**Chevrolet Cars**

# BIG CO-OPERATIVE LAUNCHED ON PLAN PROPOSED BY SAPIRO

(Continued from Page 1)

accompanied Mr. Sapiro on his tour through the valley, he perceived that about 90 per cent of the growers had the right co-operative spirit. He was prepared to predict to the convention that if it adopted the plan outlined in the report, or any other scheme which embodied the principles therein, 90 per cent of the growers would sign up with the organization. That he was not over sanguine in making this prediction, he remarked was proved by the reports which had been received from many of the districts.

This, he continued, was partly because the growers realized they had no alternative but to get together if they would save the industry from ruin, but he believed, even if the growers felt that it was not a matter of necessity they would make a choice in favor of the co-operative organization, now that they saw the benefits which they would derive from it.

The growers were face to face with a crisis, he remarked emphatically. For that reason Aaron Sapiro had been brought into the valley to define a working basis for a co-operative scheme and for that reason also the committee had presented the growers with a report along the lines laid down by Mr. Sapiro. The growers had had some experience with co-operation in the past, and were disappointed in the scheme before them would work out more successfully.

He was there, he said, to show them that the committee had outlined a plan which had been tried in California and found to be a success and if the growers of British Columbia would do as suggested they could obtain the same results in this province (applause).

Mr. Oliver then traced the scheme from the grower to the apex of the organization, the selling agency in a manner so clear that every point was registered on the minds of his hearers.

The scheme proposed that the growers be organized under a five year contract in the local, or, as they were called in the Okanagan, unions, he continued. There are, he said, a number of growers already members of these locals, while others had made contracts direct with the O.U.G. The directorate of the O.U.G. was, however, preparing a release of all such contracts, but there were liabilities to growers, he said, which must be met (applause).

Manifesting true combativeness, Mr. Oliver went on to say, the growers must not forget that the independent shippers, while pretending to favor co-operation, were already putting out propaganda. If they could split that convention wide open they would be heard, but he was going to tell the growers plainly the principles of the O.U.G. were right (applause). In criticism, but also in the spirit of kindness it must be said the directors had not met often enough, but when all was said and done, the growers were the ones who were to blame for the O.U.G. not being a success (applause) because the growers had not understood all that co-operation meant. (Renewed applause).

Returning to the subject of the release of contracts being prepared by the directorate of the O.U.G. the speaker remarked that it was necessary in order that those now under contract might sign new contracts with the new organization, which name for the Columbia Ltd., which name for the new organization, he explained in passing, was the only one out of several submitted to the department in Ottawa. All the alternative names, he said, were too much like trade names already existing.

This the growers already affiliated with an existing local would constitute one class. Those who resided in the vicinity of an organized local but not affiliated therewith would constitute a second class and would join that local and for those whose land is not near enough to a local for them to affiliate, provision is made for them to form themselves into locals. This would place every grower signing up on an absolutely equal basis.

In many places, he pointed out, the locals would not have sufficient facilities to handle all the crop produced by their members. In such places the scheme before them provided for the taking over by the directors of the locals of sufficient of the plants owned by independent shippers who would be required. The directors would decide how much of such plants was necessary and would take over that much and no more. The growers should not feel that they were obliged to take over all the independent's plants or all of any one plant, but the plan did not suggest putting up a new plant and forcing the independent to scrap his plant.

All in One Central

Each and all locals existing or to be created will, under the scheme, be explained, be drawn into one central association. The growers could have all the locals they desired, but they would not get any further with them than with independent houses unless they have the whole controlled by the central organization.

Mr. Oliver recommended that the minimum of growers set in the contract to be signed up before the contract becomes binding be 75 per cent and that they obtain 75 per cent they go ahead and strive for the 90 per cent, which he was sure could be secured.

"Get as many into the organization as possible," was his advice, "but do not try to force any man to sign."

"In California, as a general principle they thought that idea was morally wrong. They were a free people, free to dispose of their produce as

they thought best, but if a man got in their way they gave him a scrap and if possible put him out of business. It was not a good principle, he said, to hoggie a man and force him into the organization. A grower roped in that manner was no good anyway.

The next point of importance was to have a man at the head of affairs with thorough business ability, Mr. Oliver claimed.

The directorate of the central organization, he went on to explain, would consist of 17 members, 16 of whom would be appointed by the growers and one by the Association Boards of Trade of the Okanagan and Kootenays. For the purpose of electing this directorate the directors of each local would meet and select one "elector." The "electors" representing the locals would then meet and elect the directors of the central organization according to districts. The directorate of central would then select from its number an executive of three or five, all of whom must be bona fide growers. The representative of the associated boards of trade, could not be a member of this executive although the executive might invite him to sit with them when necessary.

The members of this executive should be paid for their services as they would be required to sit at least two or three days each week and should be "on the job" all the time during the packing season. If the executive does not keep on the job, he said, get rid of them and appoint others.

**Manager a Salesman**

The general manager, Mr. Oliver continued, should be essentially a salesman, and be appointed by the executive, which also would appoint the staff in consultation with the manager. The manager and staff would consist of experts and efficient men who would be required to give the benefit of their knowledge to the executive in an advisory capacity, but the executive would retain the control of the policy in all matters, applying the advice given by the staff along sane business lines.

With regard to the question of finance, Mr. Oliver gave details of the two plans outlined in the report, and said the growers could adopt either or a combination of both of these, as they were absolutely sound.

He recommended the system of a "holding company" as the most attractive to investors, but said the central organization should be kept separate and should only have to attend to its plants or warehouses, which might be necessary at distributing points.

This undertaking under consideration, Mr. Oliver said, in making an earnest appeal for broadness of mind, was the biggest thing in the history of the province. Co-operation failed before because the growers did not fully realize what it was all about. From now on the growers would get the idea more and more. In the past there had been too much inclination to talk about "your co-operative"; learn to speak of "our business" and "our co-operative organization."

**Big Business**

"It is big business—the biggest in the province; go after big men to run it," he said in conclusion. "If you elect your representatives and then sit back, you will fail. It is after you have elected your representatives that your work will commence. See that all your men stay right on the job or else fire them. If you don't do this you deserve to fail."

"The spirit of co-operation is here and you have no right to fail—you will not fail. The intelligence is here—lots of it, more than we had in California, and I am not handing you tariff. You have exceptionally intelligent communities; you have the men who will do your work right and give all that is in them when they realize they are doing big business."

"When Mr. Sapiro or I speak in your valley we can stir up nothing but a 'revival' unless you go back to your districts and preach it; see that it goes out through the papers and that everyone gets it. If you will do that you cannot possibly fail."

When Mr. Oliver ceased to speak the applause lasted for fully a minute and a half.

The chairman of the committee of seven, Mr. Wollaston, moved a hearty vote of thanks to the speaker. The audience did not wait for this to be put to the meeting, but renewed the applause and then, moved by one accord, stood and sang "For He's a Jolly Good Fellow," followed by repeated cheering.

**Answered Queries**

Mr. Oliver then answered a number of questions and in doing so gave the following information:

The blanket system of holdings for local plants could be changed to a local system as soon as each local had its plant paid for, or the local system inaugurated at the start, but investors would be more attracted by the blanket system, the security being better. It was, however, a matter of policy for the directorate to decide.

Growers already signed up with independent houses could not or should not be urged to break their contracts, but in the case of independent shippers who were going out of business the growers would be automatically relieved. Where growers were owing money to independent shipping houses which were going out of business and selling their plants to the growers' organization, arrangements would have to be made for the shipping house to assign this debt to the growers' local as an asset to collect.

The chief reason for saying they could operate successfully with only 50 per cent of the growers signed up was because it had been done by similar organizations in California; but even with that percentage, with good management, it was possible to go

out and make a good market. One wrong idea which had got into the minds of the growers here was that a monopoly was necessary. Nothing was more fallacious. If the growers could not operate without having a monopoly, they would be well advised to go out of business. Merchandising the price was the point of consumption and not at the point of production.

The idea had been instilled into the minds of the growers by the independent shippers that there is a limited market for their fruit. Co-operation knows no limit. In California the organizations are so used to going out and making new markets that they think no more of doing that.

The growers had been told that the prairies were their market. They should forget that. They could get a good average price for an immense amount of fruit shipped into the States.

**In Washington**

With regard to co-operative organizations in Washington and Oregon, Mr. Oliver explained that each organization over an attempt was made to unite the whole, they were all willing—providing their own manager was put in charge. Mr. Sapiro, however, had written recently, saying he believed the formation of a big co-operative organization was in sight.

Individual growers, he said, should be kept completely and constantly informed on every angle of the business. This was in the interest of the association. Ignorance on the part of growers is destructive of co-operation. A good publicity department must be organized and then everyone kept fully advised of all that was going on. Financial statements should be issued from time to time. "Directors' meeting" books and all papers on file should be open to the shareholders.

Growers were warned that because they had co-operated they could not expect everything to go smoothly. There would be kicks and troubles, but these things were generally adjusted by the field secretary.

Locals at present formed, the members of which have paid a part or the whole of shares taken for building and equipment, would carry on as before under the new organization. An audit would be made, however, and each shareholder would know the value of his shares. New members coming in would be required to pay as much on their shares as old members, but no far as the old members would be asked to make further payments.

No arrangements had been made as to the destiny of the O. U. G., but the O. U. G. would not receive anything to which any independent shipping business was not entitled upon being taken over by the organization. The O. U. G. would be absorbed by the local and would carry on the same basis as any independent shipping organization. Growers, however, should be specially warned against independent shippers' propaganda on this point.

He expressed the opinion that the more successfully the "Anti-dumping" law was operated the greater would be the success of the fruit industry, but so far as peaches from the south, the sale of Okanagan peaches which were not ready to market until two weeks later, Mr. Oliver remarked that at the other end of the season B. C. growers could find clear markets in the States.

Hon. E. D. Barrow and others paid tributes to Mr. Oliver for the manner in which he had worked with the growers in making the report and preparing the complete scheme. After some discussion it was decided to leave the adoption of the report over until Monday in order that delegates would have plenty of time for consideration.

Mr. Oliver, who was to have left for Vancouver to consult the lawyers of the berry growers' association, agreed to stay over the convention as long as he was wanted.

**Monday's Meetings**

The tone of the meetings on Monday, which commenced at 10 a.m. and lasted, with necessary adjournments, until 1.30 a.m. Tuesday morning, was of no less hopeful and determined nature than Saturday, but reflected the difficulties which all realized must be met and overcome before the scheme could be successfully put into operation.

The first business of importance on Monday morning was the consideration of the committee's report. A good deal of time was spent discussing details of the organization's functions, the method of appointing the general manager and duties of the proposed executive.

One of the most valuable things achieved by the missionaries of co-operation, Aaron Sapiro and Boyd Oliver, was clearly shown to be the drawing together for the purpose of the meeting of the growers and business men of the interior, but also the big business interests at the coast. This was shown by the presence in the convention of a delegation from the Vancouver board of trade, consisting of W. E. Payne, secretary of the Vancouver board; Hugh Dalton, secretary of the B.C. branch of the Canadian Manufacturers Association; A. Melville Dollar, general manager of the Canadian Dollar Steamship Co.; Geo. F. Gyles, of Price, Waterhouse & Co.; W. E. Bland and W. J. Blake Wilson, general manager of Pat Burns & Co. The meeting rendered valuable assistance by suggesting in a report presented after they had held a committee meeting on Monday afternoon, a scheme for financing the new organization and promising their assistance in putting that scheme through.

The appreciation of the growers and business men of the interior was shown by the warmth of the reception of their report and the cheering and singing of "For they are Jolly good fellows" by a vote of thanks to them was expressed.

**South End Represented**

The south end of the valley was given full representation on the new committee formed, thus providing for the proper care of soft fruit interests.

In the Monday evening session a scene was enacted, which although it emphasized the deplorable condition into which the low fruit prices have

placed a number of growers, was particularly from an outsiders point of view, of a very interesting nature. It transpired that there were certain financial obligations to the members of the special committee and a need for providing funds to carry on the work of the organization. The convention was unanimously of the opinion that the debt to the committee should be discharged promptly as those gentlemen were all very much out of pocket through their self sacrificing efforts on behalf of their fellow growers. As an example of this it was mentioned that General Harmon had entirely neglected his place and all home interests for a period of four months.

It was suggested that to meet this debt a levy of \$200 be made on each districting the negotate. The carrying out of this, however, was clearly impractical, several delegates, in fact a large majority being certain that the growers in their districts although no doubt willing, absolutely could not raise the money.

Various schemes were then proposed but the convention appeared to be up against a blank wall.

During this discussion, Mayor Sutherland told the delegates it was the intention of members of the Kelowna board of trade to go out and assist in distributing the negotate. The members of the board when the one proposed had been revised and prepared by the new committee. This statement was most enthusiastically received.

**Started Ball Rolling**

J. Goldie, of Okanagan Centre, one of the special committee of seven, then proposed a plan for raising the money to discharge the debt to the committee, heading the list with a guarantee of \$100 in which he was immediately joined by the other six members of the committee.

The meeting was then thrown open for voluntary guarantees, on a guaranteeing the money would be refunded to those putting it up, when the new organization's incorporation fund is available. Mr. Goldie declared that he would not give his \$100 as a loan but as a gift for the good of the cause, but the understanding was left void that others would advance the money as a loan.

The chairman then called for all delegates or business men present willing to guarantee \$100 to stand and the ensuing scene was one similar to a revival meeting. A number rose to their feet and while they stood their names, others bobbed up, one or two at a time. When all their names had been enrolled other delegates stood and guaranteed \$50 each. By this time the sum of about \$4,600 had been guaranteed and everyone was in good spirits.

The chairman announced that the money promised, together with what it would later be found possible to raise in districts whose representatives had felt unable to make any guarantee, would be sufficient, but someone called "make it \$5000" and the chairman announced. This time it reminded one of an auction with delegates raising their \$50 bids to \$100 and others coming through with various offers. When the \$4,900 point had been reached, Blake Wilson, from Vancouver, stepped into the gap and made the guarantee up to an even \$5000, amid applause.

**On New Directorate**

The special committee of seven, with the exception of R. M. Winslow and General Harmon, who expressed inability to serve for at least four weeks were elected as members of the provisional directorate of the Co-operative Growers of British Columbia Limited, by acclamation, the name of F. A. Lewis, Kelowna, being added to the list as a representative of the vegetable growers. This left four other directors to be elected, as the provisional directorate will consist of ten members with power to add to their number.

Eight were nominated as follows: G. Constable, Creston, as representative of the berry-growers; A. Des Brisay and F. H. Keane, Penticton; G. Coulter, White, Summerland; H. B. Morley, Naramata; G. A. Barratt and R. W. Corner, Glenmore; J. R. Kinghorn, Sorrento. The ballot resulted in the election of Messrs. Constable, Keane, Morley and White.

This made the complete committee to be as follows: J. J. Campbell, Nelson; F. E. R. Wollaston, Goldstream; F. Goldie, Okanagan Centre; Col. E. Scott, Salmon Arm; R. J. Hogg, Peachland; F. A. Lewis, Rutland; G. Constable, Creston; C. White, Summerland; F. H. Keane, Penticton; H. B. Morley, Naramata.

Mr. Goldie announced that as a result of an interview with the members of the Vancouver board of trade had promised to send in two men, a good financier and a good general business man to assist this provisional directorate in its work. It was also understood that Mr. Winslow who has probably more knowledge of the general situation in the fruit industry than any other individual in the province, would, for the present, be retained as honorary secretary.

**Report Adopted**

The full report presented by the special committee of seven, after a few slight amendments had been made, was adopted unanimously as to the recommendation of the convention to the provisional directorate. This report appears elsewhere in this issue.

There was considerable discussion with regard to the various functions of the organization. The particular point brought out in this was the expression on the part of delegates of the opinion that it would be better for the central organization to do the bargaining with canneries on behalf of growers. It was, however, pointed out that Mr. Sapiro had strongly advised against this and all growing produce expressly for canning could form bargaining associations such as had just been done by the Kelowna tomato growers in which 10 per cent of growers, white and Oriental, had signed up. These organizations, even if in different districts could act co-operatively in dealing with the canneries, and the newly formed organization could handle any produce not grown expressly for canning purposes, such as semi-ripe tomatoes, soft fruits, etc.

Another point discussed was the question of the hiring and firing of the

managers of locals. In this connection Mr. Oliver explained that the directorate of the local would have the authority to hire and fire the local manager, but they would be guided in this by the general manager and executive of the central organization in unity of system and general harmony.

**The Matter of Money**

E. Foley-Bennett called the attention of the convention and members of the provisional directorate to the fact that in Penticton Aaron Sapiro had stated that he could put his hand on just such a man as was required for general manager. He suggested this be borne in mind when the manager was appointed. Mr. Foley-Bennett also repeated the statement he made at the convention of the B.C.F. G.A. to the effect that the managers of the banks in Penticton would consider the organization of the edge security and help it to the limit if it was formed along the lines laid down by Mr. Sapiro, with ninety per cent of the growers signed up on a five year contract.

Mr. Gyles, on behalf of the delegation from Kelowna presented the report after the committee meeting. In this it was stated that 85 per cent of the growers should be signed up to give the organization satisfactory strength. All assets of shipping houses, independent co-operative, to be absorbed by the organization. One holding company should be formed with all assets free so that a first mortgage for debentures can be placed thereon. A portion of these debentures would be sold to provide cash which would be used together with the balance of the bonds to acquire the fixed assets of independent growers required. Second debentures would have to be issued to cover the assets of growers' local organizations. In addition a binding agreement would have to be made so that the central controlling company would receive 5c per box on all sales, the proceeds of which would be used to pay interest and sinking fund. If this plan was adopted it was stated, the Vancouver

delegation undertook to approach the financial houses and assist in putting the scheme through. It was also suggested that a delegation from the provisional directorate go to the coast to consult with the interests there, including a special meeting of the board of trade which would be called for the occasion.

Mr. Blake Wilson said the people at the coast realize probably better than those of the interior the big market outlet which Vancouver was destined to become for the fruit of the interior. The natural way to the world's market, he maintained, was by way of Vancouver. Vancouver people were ready to co-operate with the interior for the prosperity of the growers meant the prosperity of the public at large.

Mr. Dollar claimed that when the organization is formed there is no reason why B. C. fruit should not capture a fine place in the world's markets. There is, he said, a great future before B. C. apples in China.

**Close Co-operation**

During the proceedings Mr. Winslow called attention to the fact that if there was to be a success made of the co-operative undertaking there must be the closest co-operation possible between business men, both of the interior and coast, bank managers, the government and the press.

The "membership agreement" as drawn up by the special committee and submitted for approval received considerable attention and some amendments were made, the most important of which was the setting of the percentage of tonnage to be signed up before contracts become binding at 80 per cent. This was a compromise between those delegates who considered 75 per cent sufficient and those who would have set it at 85 per cent.

The tentative marketing agreement submitted was not discussed, it being decided that delegates would put suggestions of alterations in writing and submit them to the provisional directorate.

## Exchange Rates

WHEN you require information regarding foreign exchange, call at our nearest branch. In direct wire touch with money markets throughout the world and closely affiliated with financial institutions abroad, this bank is able to quote the closest possible rates on drafts and bills of exchange, and to negotiate purchases and sales promptly and satisfactorily.

## THE DOMINION BANK

Summerland and West Summerland Branches,  
F. M. BRODDY, Acting Manager.

## ACHIEVEMENT

A savings bank balance built up by careful economy and self-denial will give you greater satisfaction than an equal sum secured without difficulty or exertion.

The advantages of such a reserve are worthy a genuine effort.

We welcome accounts, small or large.

## THE CANADIAN BANK OF COMMERCE

PAID-UP CAPITAL : : \$15,000,000  
RESERVE FUND : : \$15,000,000  
WEST SUMMERLAND BRANCH—A. B. Morkill, Manager

## Complete Garage Service

Every want of the Motorist taken care of under the one roof. We believe there is no better equipped or better managed shop in the district.

Ask Anyone Who Deals With Us

## Read's Garage

**HOTEL SUMMERLAND**  
**Barber Shop**  
RE-OPENED  
Satisfaction Guaranteed.  
Present Hours—Monday and Thursday Afternoons and Evenings.  
**V. M. LOCKWOOD**

**K. M. ELLIOTT**  
a rrister, Solicitor and Notary Public  
Ritchie Block - West Summerland  
708-tf

**R. C. LIPSETT**  
VETERINARY SURGEON  
Residence: Hospital Hill. Phone 693