

Utah's Unexcelled Opportunities in Fruit Culture

THAT "distance lends enchantment to the view" is no less true in horticultural affairs than in others. We sigh for what we have not and are unappreciative of the blessings and opportunities within our reach. Utah people are wont to think that if they had the climate of California they too could produce as good grapes, cherries, etc., as those which make that state famous. Anon, they think if they had the particular apple climate and soil which give fame to the orchard products of Oregon they might vie with that region in growing the king of fruits, while they are woefully unimpaired and unappreciative of the unexcelled opportunities offered for fruit growing in our own fair state.

NO FEAR OF OVERPRODUCTION.

When farmers are approached on the subject of orchard planting the objection is at once made that the business will be overdone. The line of industrial endeavor can approach these figures with a similar amount of capital? Three hundred apple trees could be grown on five acres of land, and the trees would cost \$75. While the trees were growing other crops could be produced, so there would be no loss even in the intervening years.

POSSIBILITIES IN GRAPE CULTURE.

Locally, hundreds of carloads of grapes are imported annually from both the east and west, the greater part of which could be successfully and profitably grown in Utah. Many of the identical varieties which are so popular in the leading markets of the country are grown successfully to a limited extent in Boxelder, Weber, Davis, Salt Lake, Tooele, Utah and Grand counties, and the big no reason for the small plantings in these favored counties can not supply the demand in less favored

states around us as well. The varieties called for in the market which these districts did not grow could be successfully produced in Utah's Dixie country, where the climate is as favorable for the production of the finer grapes as that of California. All the wealth that now goes out annually for grapes might just as well go into the pockets of the fruit growers if they would but re-plan their farm operations and grow grapes instead of less profitable crops.

THE APPLE AS A MONEY CROP.

There are certain fruits, as berries, peaches, cherries, etc., which are so perishable as to require immediate marketing, whatever the price, as soon as mature or there is total or partial loss of the crop. This objection does not hold with the apple, the king of fruits. Well grown winter apples make an ideal money crop, and can be made the most profitable of orchard products. If the market is low at harvest time apples can be kept at little expense for six months if necessary, and can be shipped without loss to the ends of the earth.

There is always sale for good western apples at fancy prices. William M. Roylance of Provo about a month ago shipped two cases of Jonathan apples from his fruit farm to Boston. They brought \$2.50 to \$2.60 per bushel box, which brings Mr. Roylance a return at the rate of \$1.200 per acre from an 8-year-old orchard.

\$2,000 INCOME FROM 300 TREES.

In estimating the income that can be had from an apple orchard, Mr. L. Hemenway, one of the largest apple growers in Salt Lake county, conservatively claims, basing the same on long experience, that 300 mature apple trees will yield their painstaking owner an income of \$3,000 a year, or nearly \$10 a day for every working day in the year. What other line of industrial endeavor can approach these figures with a similar amount of capital? Three hundred apple trees could be grown on five acres of land, and the trees would cost \$75. While the trees were growing other crops could be produced, so there would be no loss even in the intervening years.

Of course, it is needless to add, these results can only accrue from intelligent care and culture and management, by making the culture of fruit the first consideration of the farm, and not the neglected side issue usually accorded this industry. The same systematic cultural methods given the sugar beet crop by the best growers no more, will insure success in apple culture.

PROFITS IN CHERRY GROWING.

In early summer and all through the season, Utah markets are loaded with cherries grown in California and Oregon. Yet this is one of the easiest fruits to grow, and there is no question of the adaptability of this climate for the production of as fine cherries as can be

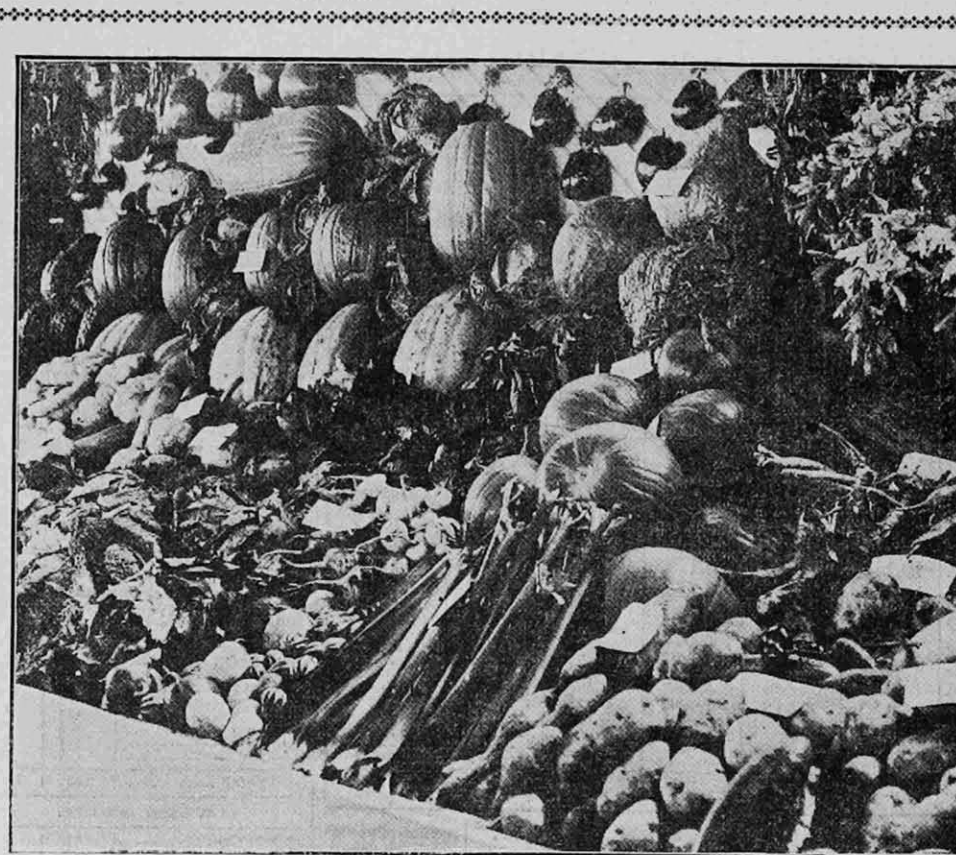


Photo by Utah Materials Co.

JUST A FEW VEGETABLES GROWN IN UTAH.

grown in the world. The Utah exhibit of cherries won prize last summer at Seattle, at the A. Y. P. exhibition. Both sour and sweet cherries succeeded here and are highly profitable. Mr. Alwood Brown of Centerville, Davis county, has a six acre sweet cherry orchard which brings him an annual return of about \$200 per acre. He has no difficulty in finding ready sale for his fine fruit.

THE LESSON OF THE FROST.

The late spring frost in the season of 1909 hit the fruit crop of most sections of the state and did more damage than

in any previous year in the history of the industry. Sections that had never known a total failure in 50 years, where fruit has been the chief crop of the farmer, had practically no fruit this year. In some favored districts a partial crop was grown and the growers enjoyed the benefit of the high

prices which prevailed, some getting as much for the quarter or third crop as they realized from the full crop the year before. The late spring frosts are liable to take the fruit crop any year, and this element of uncertainty is a detriment to more general fruit growing. Farmers would rather be certain of a

small return from the cultivation of the soil, than run the risk of an uncertain crop of fruit, even though the recompense for a full crop be more than quadruple that from any other line of farming. The lesson, however, to be deduced from the frost is to prepare to ward it off. This can be done at no very great expense, and the crop can be made as certain as a bet or a gala crop. Smudge fires have proven a certain safeguard against any ordinary late spring frost, and by their use the orchardist can insure his crop and make failure a very remote possibility. The Utah fruit grower must plant and develop first class orchards, the kind that are worth while protecting from frost, then supply himself with fire pots and crude oil and be prepared for any emergency. A few years ago the orchards of the country were menaced by the worms, bugs and diseases which destroy both fruit and tree, moving many to abandon fruit growing. But it was discovered that spraying was an effective insurance against insect pests and fruit diseases, and the fruit growing industry was saved from destruction. Frosts now threaten to make orchard enterprises an uncertainty in Utah, but the use of firepots offers an effective insurance against frost. This is a well understood fact, and the fruit crop is made certain despite adverse weather.

FRUIT GROWERS' ORGANIZATIONS.

Like all other producers, fruit growers lose much of the profits which legitimately belong to them because of lack of organization for the marketing of their crops. Through the lack of union and of system in the business end of the industry, confusion reigns; some markets are flooded while others are unimpaired, resulting in unprofitable returns and general dissatisfaction. All other industries are organized for mutual benefit and protection, but the farmer is the prey of them all. It is conservatively estimated that the farmer, who feeds the world, gets but about 35 cents of the consumer's dollar, the balance going to middlemen—agents, commission houses and merchants—and transportation companies. Systematized selling through farmers' organizations would bring the producer and the consumer closer together, and the farmer would get a more just share of the dollar as reward for his skill and industry. Less than half a dozen years ago the fruit growers of the famous Hood River country were getting but

\$5 cents for a bushel box of their fancy apples. Becoming discouraged they organized a strong association, advertised extensively and now their crops of apples bring them an average return of \$2.50 to \$3.25 per box, while fancy lots bring as much as \$10 per box. Even this thing is sold through the organizations, and the bearing orchards there are valued from \$800 to \$2,000 an acre, and they are well worth it, basing their value upon their annual returns. The success of the fruit industry in California is due in great measure to the thorough organization of the growers into associations and corporations. These can and do command better transportation rates, can reach the markets where best prices can be had and sell only to reliable firms, thus insuring against bad accounts and avoiding the sharks who systematically rob or at least take advantage of the farmers throughout the country. Against these there is no redress except in co-operative associations. The phenomenal success of the Dutch poultrymen and dairymen is directly traceable to their co-operative associations which handle all the products of the farmers, and command the markets of Europe.

FRUIT GROWING AS AN INSURANCE.

As an insurance against the vicissitudes of old age or the unlooked-for summons by the great reaper of the family bread winner, there is nothing to compare with the possession of a first class orchard, which will provide the family necessities when all other resources fail. The orchard furnishes light and remunerative employment all the year round, and many American women have made themselves independent through the management of an orchard. It is work also in which the younger members of the family can share in its labors and enjoy its benefits. To get your money back from a well established orchard you do not have to die, as in the ordinary form of insurance. An orchard planted in middle life or later will insure its owner against want for the necessities and comforts of life in his old age; and it will furnish him with light and fascinating employment befitting his advancing years. And should he not live to enjoy the full fruition of his labor, the orchard will make for his family a sure and certain stay against want and distress, and also furnish the younger members of the family such employment as will make them independent.

JOSEPH H. PARKY,
Ex-Secretary State Board of Horticulture.

Has Been Prosperous Year For the Canning Factories

UTAH'S PACK THIS YEAR.

Utah's payroll of canning factories is close to \$175,000 this year. For products the factories have paid out about \$300,000. There are twenty-one factories operating in the state. The total pack for the state for 1909 is as follows:

	No. Cases.	No. Cases.	Increase
	1909	1908	Cases
Tomatoes	400,000	300,000	100,000
Peas	70,000	75,000	5,000
Beans	30,000	25,000	5,000
Assorted Fruits	15,000	30,000	*
Asparagus	15,000	5,000	10,000

* Poor fruit crop responsible for decrease.

THE canning industry in the State of Utah is numbered among the big ones and like all home institutions is entitled to support. It is growing from year to year and, according to those in the business is destined to become great. Each year sees further improvements, greater capacity in all branches, better workmanship and vastly improved facilities for handling and shipping the home products.

It is impossible to state just how much, in dollars and cents, the canning factories save annually for the state by preventing the waste of apples, peaches, plums, tomatoes, corn, peas, asparagus, beans, etc. These and many other products would be good in great quantities if it were not for this industry. Not long ago there was only a small market because it required too much time to get the products shipped out of the state in their natural form. Then there were no factories. Now, conditions are different.

Another change brought about by the industry is that, when the products were shipped out of the state to factories, they were canned and shipped back, that is a great portion was, to the consumer here, at that he paid about double what he now pays.

ESTABLISHED TWENTY YEARS.

It was nearly 20 years ago that the first factory was erected. Two were built, one at Ogden and the other at Woods Cross, and they paved the way until now there are 21 in the state and all are doing good business, and with a bright future before them.

The factories are not in operation throughout the year, but they have been kept busy this year during the time that fruits and other products could be carried to them at the proper

season. Some handled tomatoes almost exclusively, while others packed and shipped many kinds of fruits and vegetables. Farmers have been wide awake to the situation and the factories have not suffered for material to pack, with the exception of fruit. That has been extremely light owing to the late spring and the heavy frosts and sudden changes from warm to cold weather. There was a large supply of fruit in 1908 but it has fallen short this year. Last year there was a shortage in tomatoes but there has been an increase of 100,000 this year as will be seen by the above tables.

GOOD SEASON FOR FARMERS.

This year the Davis county factories packed tomatoes very heavily while those in Weber county did not pack many cases. Throughout the state the output will be heavy. The product brought the farmer an average of \$5 per ton, but some went as high as \$10 and even \$12. The farmers made good money as the yield was exceptionally large.

The Utah products find a ready market in Idaho, Wyoming, Montana, Colorado, Nebraska, Kansas, Missouri and other points. The Woods cross factory alone has shipped 70 cars of its products in a year, realizing more than \$1,000 per car. The factory employs, in the busy season, nearly 150 persons. The falling off in fruit is noted this year. The general crop was extremely light and the prices much higher than heretofore, thus weakening this important phase of the industry. That the business has improved greatly this year over last, in spite of certain drawbacks, there can be no doubt.

Following is a list of the canning factories of the state:

Woods Cross, Kayville, Layton Co., Clearfield, Syracuse, Star, Garden City, (two factories) Springville, Utah, Wasatch, Banner, Morgan, Hooper, Roy, Salt Lake Valley, Rivdale, Uintah, Plain City and North Ogden.

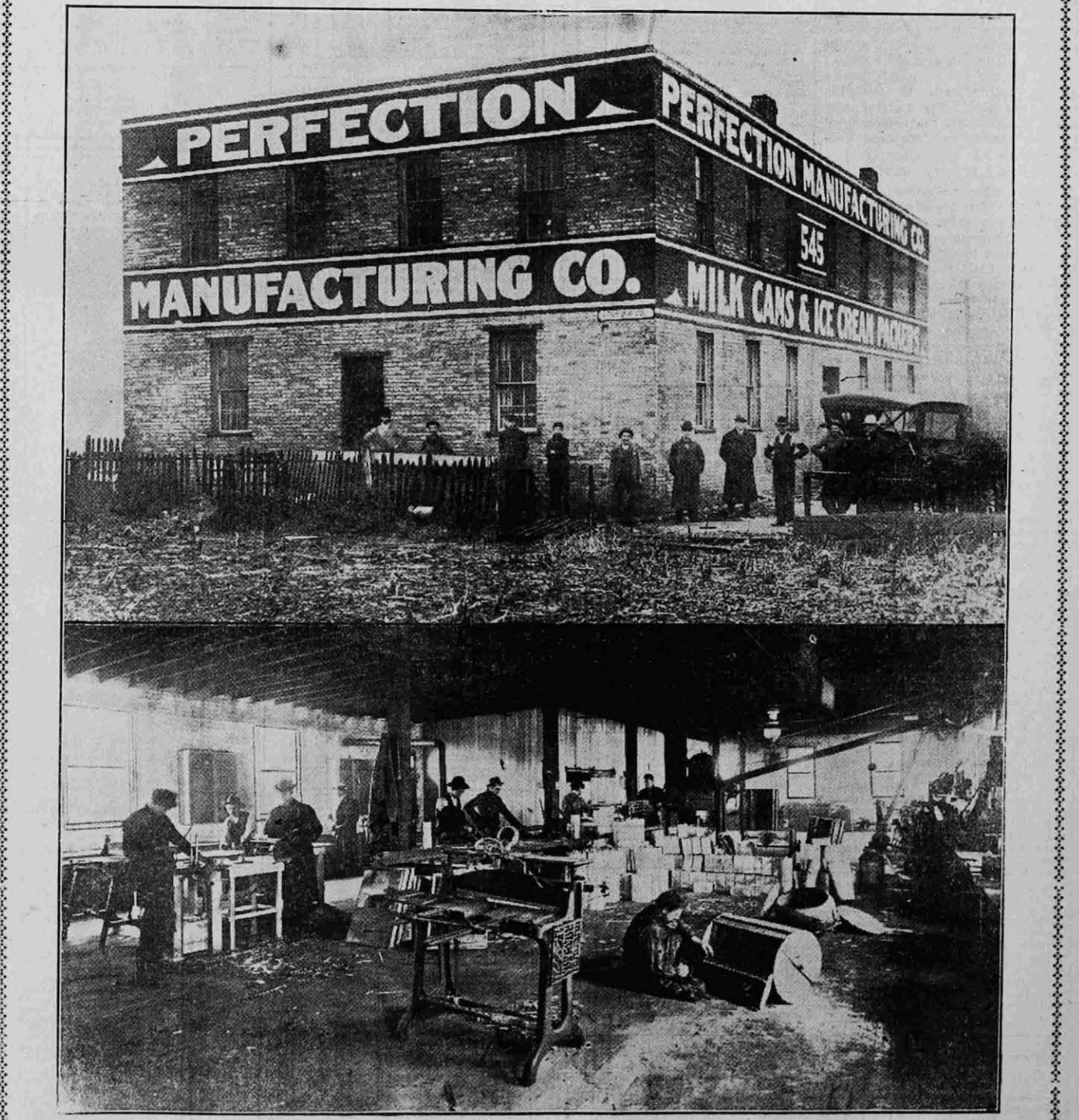
WILLIAM HOLMES.

Accountant, Judge Building.



MR. WILLIAM HOLMES, one of the leading public accountants of the state, is now located in the Judge building. He is quietly building up a connection based on sound principles, and, as a result of hard, steady work, is gaining the confidence and respect of all classes of business men.

Being, as he is, engaged in a profession which courts privacy rather than publicity, he is a worthy retainer of the private affairs entrusted to him by his rapidly increasing clientele, possessing experience, executive ability, and sound judgment in managing the business interests of his patrons. He is a first-class accountant, and has distinct ability in the unravelling of tangled skeins of figures. As an auditor his investigations are thorough, searching, yet perfectly just and equitable; he misses no point, nothing escapes him; and those who entrust work to him know it is done properly when he is through. His line of work extends all the way from the opening of a grocery store account to the winding up of a million-dollar corporation, but his specialty is in the adjustment of partnership accounts where corporations are about to be organized. Mr. Holmes has adopted as his emblem a flaming torch surrounded by the words "efficiency" and "integrity." The ideal is a high one, and should mean success to him in its attainment.



Photos by Utah Materials Co.

EXTERIOR AND INTERIOR VIEWS OF CAN FACTORY—PERFECTION MFG. CO.

Some men will always be asleep to their opportunities; some will always be awake. For years the canning industries of Utah have been troubled with the getting of cans, at times it having been almost impossible to get carload lots when they were most needed. It was known that by shipping tin in bulk from the east that a local can factory could manufacture it into cans and sell them cheaper than the easterner could make them, ship them in in the finished state and then sell them. Yet no one started the factory; and it remained so until W. N. Hill, W. J. Blake and a few more energetic men decided to organize the Perfection Manufacturing company. This was accomplished a year ago and the capital stock of the corporation placed at \$250,000, and W. N. Hill made president with W. J. Blake treasurer and manager. Mr. Hill owns a large dairy and fish hatchery at Murray, while Mr. Blake was formerly owner and manager of the Crescent Cream company—both are keen, competent business men of undoubted integrity.

The factory is now located at 535 west Third North, in what was the Solomon shoe factory, a large, well constructed building. The company manufactures seamless steel refrigerating milk and cream shipping cans, steel ice cream packers, oil and honey cans, in fact cans of all kinds. In six months the company will be a bidder for the small can business of the state, in fact Mr. Blake is about to go east for the machinery necessary in the manufacture of tomato and other small fruit cans. The company will make ice cream packers and soon thereafter the entire ice cream freezer.

It makes a specialty of retinning by the dipping process. Iron flanges are

shipped in the rough iron, and are then soldered on to a galvanized pipe and put through the dipping tinning process. In this way cooking utensils, especially the larger ones used by hotels, are retinned, and this is the only factory in the west that does it. The waste which is thus avoided is astonishing.

In a very short time the Perfection Manufacturing company will be furnishing all the creameries of the state their creamery cans. Mr. H. B. Johnson, the foreman of the factory, is the inventor of the famous "Johnson" can, a rivetless, seamless creamery can with removable handles. This can is without question the most perfect on the market, as it is with the exception of the handles, one solid piece of metal. There are no crevices or seams in which microbes can accumulate. The company holds all the patents.

Most of the cans now used in the state come from Detroit, Chicago, and St. Louis. A car of sheet tin will, when made into cans, occupy about five cars, so if the tin is shipped here in the sheet and made into cans here, the freight makes competition with the east easy. Forty men are now employed at the local factory.

The capital stock is \$250,000, and a few shares may still be procured at 50 cents each, the par being \$1.00. The office and salesroom of the company will, after Jan. 1, be at 200 south West Temple, though at this writing it is at 18 Eagle block.

Over 300,000 Fruit Trees Inspected in Utah This Year

UNDER the new horticultural laws, County Inspector John P. Sorenson and his deputies have had a successful year in the pursuit of pests, bugs and blight, and the eradication of a number of diseases among trees will be accomplished in the course of a few years. During the past eight months since the new law went into effect, 10,000 diseased trees have been destroyed by the inspectors in the county. The monthly reports of County Inspector Sorenson show that during this period 34,000 trees were inspected in the 11 counties of Salt Lake county. Or this number 191,000 were home grown, and 150,000 were imported stock. The home grown stock showed from 2 to 5 per cent were diseased while the imported stock was infected in an average of 15 per cent. The inspectors in this county planted about 1,200,000 seedlings and 400,000 seedlings were imported.

EASTERN TREES THE WORST.

The trees shipped in from New York showed the highest percentage of infection. The trees from California and Idaho showed that from 8 to 12 per cent were diseased. Many of these ship-