

ARTICLES OF INCORPORATION
BY-LAWS AND CONTRACT OF

**Brigham City
Fruit Growers'
Association**

VALUABLE INFORMATION
FOR FRUIT GROWERS AND
SHIPPERS

"The spirit of well enough is more
dangerous than the loss in not doing
well."

**THE REAL
CLOWNS
OF LIFE
Are Those
Without A
BANK ACCOUNT**



The Clowns of Life think it funny to spend all their money. Do not be a clown, but start a Bank Account in the

...First National Bank...
OF BRIGHAM CITY
where your Deposit is absolutely safe

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**Merrell
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Brigham City, Utah
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Best Place to Buy
BUILDING MATERIAL

We have the well known cement coated box nails, suitable for nailing all kinds of fruit packages. Let us furnish you Lime, Lumber, Cement. Shingles, Hardware, or anything for the building. Our prices are right.

**WE HAVE THE GOODS
MERRELL LUMBER CO.**

NECESSITY FOR ORGANIZATION.

(By E. H. Shepard, Editor "Better Fruit," Hood River, Oregon.)

The production and marketing of fruit are as essentially different as manufacturing and selling, and in order to do either well requires special ability. Nearly every business naturally divides itself into certain departments, and success is obtained by each department being handled by an individual both competent and able to concentrate his efforts along that line. For instance, railroads are divided into freight, passenger and operating departments with an executive in charge of each. Any large mercantile business employs a buyer and a manager of the sales department. A factory has its superintendent and a man in charge of the sales, recognizing the importance, in fact the necessity, of separating the producing force from the selling force. I cannot see where the fruit industry is different, and I believe I can make the assertion with out fear of successful contradiction that growing fruit is an industry and selling fruit a business; each should have a head and be operated separately. I feel positive that every grower who has a large orchard, or a small one with diversified products, will admit that the farm in either case requires practically all of his time.

For a manager to successfully market fruit, it is necessary to know daily by wire the condition of every market where he is to do business, it is important to know just what varieties are wanted in every city, and in addition essential to be posted from what districts each particular market is supplied, and also when that district begins shipping, the extent of the supply and the end of its season. In addition to all this it is equally necessary to be familiar with the standing of each firm you are either dealing with or expect to deal with. The word "standing," in this particular sense, is rather a broad one, and means that you must know a firm's financial standing and their ability to pay. Their popularity with their trade is also significant, as well as their equipment to do business, and, above all, perhaps the most important requisite is intimate knowledge about a firm's policy on reporting off condition of fruit and rejecting cars.

It has been my personal experience that this volume of necessary information is so large, the time in acquiring it so great and the expense so heavy that I frankly say to you that the average orchardist, under ordinary conditions, can neither spare the time to do it properly nor afford the expense. The facts as stated so far seem to me sufficiently plain to convince any unprejudiced mind of the necessity of associations. However, as an additional clincher on the argument, I want to call your attention to the methods necessarily employed by individuals, or in vogue in districts with-

out associations, and then draw a comparison, that you may form your own conclusions. In such cases a grower must adopt one of two plans in disposing of his fruit—he must either consign (and if he does it must be at random) or he must sell to local or visiting buyers, without being properly posted, consequently there can be but little certainly of securing results that can be obtained through an association that is properly posted and ably managed. There is an additional uncertainty as to what returns he will receive, and when, and a possibility of one of those "red ink account sales" which you have probably heard about. Another unfavorable condition frequently arises in the absence of an association that works to the disadvantage of the abler, business-like orchardists, when the smart buyer shrewdly makes his first deal with the uninformed or weak-kneed grower, and closes at a figure below the average market price, establishing a low figure which he uses as a precedent and lever to influence other growers to accept the same. I think every one realizes how difficult it is to secure a certain price when actual sales have been made at lower figures. You know how difficult it is to sell at a dollar when someone else has quoted or sold at ninety cents.

In concluding the first chapter on the necessity of associations, beg leave to advise you that my argument is not based on theory, but, in my opinion, deduced from facts founded on actual operation and experience. If my observations and deductions are cor-

rect, and I believe they are, I sincerely hope you will realize the necessity of associations, for I firmly believe the association plan is the sure method for the grower to secure better prices for his fruit. I feel the local buyers are entitled to a proper consideration. It is not my intention to have you conclude by inference in the presentation of the necessity for organization that private firms are a menace to the orchard industry. I am willing to admit that localities exist where perhaps an association would do well to equal the prices paid by individual concerns. In addition to this, it is only fair in recognition of the fact that competition is the life of trade to say that where a district contains both an association and a local operator such a condition will probably have a tendency to stimulate an eagerness in each to so conduct their business as to obtain and pay growers better prices. The existence of a competitive firm will be conducive in making "the manager" hustle, because unfavorable comparisons are certainly odious. Consequently I can see no reason why such a combination would not be both stimulative and protective. Each, where both are conducted legitimately and fairly, would afford protection against the other, and be more or less comforting in the way of assurance to the grower. But if you can support but one, be sure that one is the association.

The primary object of business is to make money, and usually to make as much money as possible on

the capital invested. Any firm or corporation that is not mutual engages in business for this purpose, and we must admit the legitimacy of this purpose. The object of a growers' association, organized properly (the basic principles of organization will have consideration a little later on), is just the same as a firm in two particulars, to sell for the best possible price and conduct the business as economically as possible. In a word, make as much money as possible. The aim of the firm is to make money for itself, and as much as possible. The primary object of the association is to make as much as possible, not for itself, but for its members. This is the essential and important difference. When properly conducted and managed, the expense should be practically the same, and both should be able to realize nearly the same prices. The firm pays what it receives less the expense and profit for itself; the association pays all it receives less the expense only. If you want this profit, if you need it or can use it in your business, organize an association and get it. If you don't want it or can't use it, be content with your present method and in your idle hours, resulting from a lack of prosperity and progress.

The association can buy wholesale in carload boxes, spray material, paper and many other orchard supplies, which can be sold the growers at wholesale prices plus the actual cost of handling, and the actual saving to the grower by this plan is no small item.

Lastly, in speaking of benefits, I want to call your

attention to the advantages arising through an association office. The Hood River Association's office has evolved, to to speak, into a commercial fruit-growers' club, which has developed into a bureau of information on fruit topics and methods. In the association office the growers are always welcome. Every experimental station bulletin pertaining to fruit is received and every horticultural paper of value taken. The office force is composed of able and experienced men. In this office you can ascertain the formula for any spray, or learn the effectiveness of any brand of spray, or be advised of its efficiency. You can be posted on the market or learn about the best varieties to grow commercially. Every newcomer finds the latch string out, and old growers congregate in dozens almost daily for friendly and advisory discussion. Anyone in the office can tell you the tool or implement generally considered best for a certain purpose, where to get it and the price. In addition to all this, the office is a publicity bureau, a development league, so to speak, for every letter is promptly and fully answered, giving full information on subjects of inquiry. Such are some of the benefits resulting from an association properly managed, which should again impress upon you the value arising from organization, and in addition convey some valuable suggestions of what an association should be.

For the benefit of those who may be contemplating organization, and as a suggestion for possible improve-

ment of existing associations, I desire to call attention to a few principles involved in proper organization. In the first place, it is a matter of business to make your associations just as strong as possible. The proper selection of your board of directors carries conviction of proper management. Your directors should be successful growers, men of good business ability, popular and recognized as giving every man a square deal. In addition to this, they should be selected so as to represent every locality of the district.

Every association should be organized on the co-operative plan. All the money received should be paid out to each grower in accordance with the price realized for the grade and variety of fruit as marketed in proportion to the number of packages. If this is done each grower will get the full profits in a just proportion to his variety, grade and quantity, that is, the full price realized, less the actual expenses. This is not only just, but should be the basic principle in every fruit-growers' association. Stock, if possible, should all be subscribed for by growers. Experience has demonstrated the actual necessity of one other principle that must under no circumstances be overlooked in the organization of a fruit-growers' association. That is the necessary contract binding each grower's crop annually to the association, or incorporating so that your membership, according to your by-laws, will bind the crop. While the California court sustained the latter as valid, I prefer the contract. Without this it is only

a question of time when the association will flounder. Without a contract your association will never know what predicament it may be in tomorrow. Without a contract you cannot make a bona fide sale. In fact without you really have nothing to offer for sale, and, therefore, are in no position to do business. Of course, you may run without contracts for several years, but when the time comes and your association has made sales of the entire crop of any variety of its members, and an advance in price occurs, you can make a ten to one bet that some growers, in their eagerness to get the extra price, will forget their duty to the organization and jump the game. This grower's contract is one of the most important basic principles in the organization of the association. It is the corner stone of foundations, the keystone of association structure. So whatever you do, don't omit it. All growers should be required to sign contracts in advance of each season, and not be permitted to do so after an agreed date.

Your manager, as a matter of business, should treat every grower fairly and squarely, without prejudice or favor. Ability, experience, diplomacy, firmness, and a knowledge of fruits and markets are essential business requirements. Your manager must make it his business to put into action such a system of grading, packing and inspection as will enable him to secure a uniform grade on every carload, so that he can guarantee every box in the the car, and additionally guarantee that every box is as good on the bottom as it is in the

middle, and as good in the middle as it is on top. Arrangements along this line must be perfect if success is expected. The manager must be expected to select his assistants if you expect to hold him responsible for their work and to give you results. Finally, when we have a good association in every district, we can organize one grand association, composed of the managers from district associations, which can create a harmonious policy that will not only be for the good of all, but a power in the land.

I have for years in succession delivered addresses at the Northwestern Fruit-Growers' meetings and at various state meetings pertaining to the importance of associations. "Better Fruit" took up the work of promoting associations, and has kept at it persistently from the initial number. That good work has been done, and that success is crowning the efforts of "Better Fruit" to put the growers in the way of realizing better prices through better work and associations is evidenced by the large number of letters we are receiving for general information along this line. A board of directors able to frame up a constitution and set of by-laws and contracts should meet all requirements. Do your work well, and, remember, if you make mistakes they can be rectified. You can amend your constitution, and don't assume everybody will be satisfied. There are kickers in every community. You can't get all the growers, but try to get the best, and as many of them as possible, and then go ahead. Don't forget it is not all clear sailing. Inexperience

will cause errors in judgment in marketing and in various ways; therefore, be patient with your directors. Stick together, pull together, keep your association going, and each year you will improve and grow stronger, and just as fast as you do this in the same proportion you will get better prices and realize handsome profits.

ARTICLES OF INCORPORATION

of the

BRIGHAM CITY FRUIT GROWERS' ASSOCIATION.

United States of America,

State of Utah, ss.

County of Box Elder,

City of Brigham.

We, the undersigned, all of whom are residents of the State of Utah, under and in pursuant of the laws of the State of Utah, do hereby associate ourselves as a body corporate, and do hereby adopt the following Articles of Incorporation:

Article I. The name of this corporation shall be Brigham City Fruit Growers' Association.

Article II. This agreement is entered into this 9th day of March, A. D. 1908, by and between the undersigned, whose names and places of residence in full and the number of shares taken by each of the subscribers are as follows, to-wit:

Name.	Residence.	No. of Shares.
J. W. Francis,	Brigham City,	Utah..... 20
Geo. W. Watkins,	Brigham City,	Utah..... 10

Richard Peters,	Perry, Utah.....	5
John F. Merrell,	Brigham City, Utah.....	20
James Jensen,	Brigham City, Utah.....	20
Leo Hansen,	Brigham City, Utah.....	10
Lorenzo Jeppson,	Brigham City, Utah.....	5
Jas. Christensen,	Brigham City, Utah.....	10
W. T. Davis,	Brigham City Utah.....	20
Morris R. Peters,	Perry, Utah.....	10
Peter M. Baird,	Brigham City, Utah.....	5
T. C. Young,	Perry, Utah.....	10
N. S. Christoffersen,	Brigham City, Utah.....	15
Parley Thompson,	Perry, Utah.....	5
Thomas Peters,	Perry, Utah.....	10
Alma Iverson,	Perry, Utah.....	15
Thomas Mathias,	Brigham City, Utah.....	10
Oluf Christiansen,	Brigham City, Utah.....	20
James M. Iverson,	Brigham City, Utah.....	20
H. F. Hansen,	Perry Utah.....	10
John P. Christensen,	Brigham City, Utah.....	10
N. J. Valentine,	Brigham City, Utah.....	10
N. F. Hansen,	Brigham City, Utah.....	6
J. T. Pribble,	Brigham City, Utah.....	5
J. C. Jenson,	Brigham City, Utah.....	15
James Stokes,	Brigham City, Utah.....	5
Jacob Jenson,	Brigham City, Utah.....	5
Leslie Nichols,	Brigham City, Utah.....	5
Hans S. Larsen,	Brigham City, Utah.....	15
Hyrum S. Johnson,	Brigham City, Utah.....	8
Ephraim Jeppson,	Perry, Utah.....	10

A. W. Valentine, Brigham City, Utah.....	5
Lester M. Holman, Brigham City, Utah.....	5
John H. Burt, Brigham City, Utah.....	10
J. I. Holman, Brigham City, Utah.....	5
Louis Siggard, Brigham City, Utah.....	5
Peter J. Petersen, Brigham City, Utah.....	10
C. A. Kaiser, Brigham City, Utah.....	10
Ernest A. White, Brigham City, Utah.....	10
P. H. Sorensen, Brigham City, Utah.....	3
Henry Wagstaff, Perry, Utah.....	5
Lewis J. Anderson, Brigham City, Utah.....	10
H. E. Perry, Perry, Utah.....	5
Eph. Dunn, Brigham City, Utah.....	6
Hyrum Standing, Brigham City, Utah.....	5
Lorenzo W. Anderson, Brigham City, Utah.....	20
Martin Anderson, Brigham City, Utah.....	10
David Holmgren, Brigham City, Utah.....	10
J. D. Call, Brigham City, Utah.....	10
Joseph W. Valentine, Brigham City, Utah.....	10
George-Hamson, Brigham City, Utah.....	2

Article III. The time of the duration of the corporation herein provided for shall be fifty years unless sooner dissolved in the manner provided by law.

Article IV. The objects for which said corporation is created are to buy and sell fruits, vegetables, hogs, meats, stock and all products, both fresh and manufactured; to buy and sell trees, coal and all kinds of seed; to buy, sell and manufacture ice; to erect, operate and maintain canning and packing houses; to manufacture

and sell all products; to buy and sell all kinds of farming implements and machinery; to lease, mortgage and sell said business and to borrow money for carrying on same, and to pledge the property and franchise of said corporation for such purposes; to acquire by purchase, or otherwise, and own real estate, buildings, machinery and all necessary power and power plants for carrying on its said business and to lease, mortgage and sell the same and to do all and every act necessary and requisite in the premises.

Article V. The general place of business and general office of the corporation shall be Brigham City, Box Elder County, State of Utah, but branch offices for conducting and carrying on any part of its business may be established at any other place or places.

Article VI. The capital stock of said corporation shall be \$25,000.00, divided into 5,000 shares of the denomination of \$5.00 each, of which amount 1,000 shares of the value of \$5.00 each is issued stock and 4,000 shares of the par value of \$20,000.00 is unissued stock to be held by the corporation to be issued at such times and for such purposes as the Board of Directors of the corporation shall deem for the benefit of said corporation.

Article VII. No person shall be permitted to subscribe for more than one hundred (100) shares of the capital stock, and no person not a fruit grower in Box Elder County, State of Utah, shall be permitted to subscribe for stock in said corporation and no stock

shall be sold at less than the par value of \$5.00 per share.

Article VIII. The Board of Directors, at such times as it shall deem is advantageous to the corporation, by resolution shall order the sale of so much and such portions of the unissued stock of the said corporation, the said stock to be sold at not less than par and the said stock shall be offered to the fruit growers of Box Elder County, Utah, and should the corporation require money to conduct its business and the stock of this corporation has not been taken up, then the stockholders agree to take his pro rata share of the stock offered for sale, as his interest in said corporation as represented by his stock bears to the stock to be sold, and in such event the provisions heretofore provided that, no stockholder shall have more than one hundred (100) shares shall not apply; and should any stockholder refuse to take up his pro rata share of said stock, he shall not be permitted to participate in the earnings of said corporation until the said stock has been taken up.

Article IX. The number and kind of officers of this corporation and in whom the governing powers of said corporation shall be vested shall be as follows, to-wit: There shall be a Board of Directors of seven persons, President, Vice President, a Secretary and a Treasurer, and their qualifications shall be, respectively, fruit growers within the County of Box Elder, State of Utah, and owners of at least ten (10) shares of the

capital stock of said corporation, and no person shall hold the office of both Secretary and Treasurer, and those to serve for the ensuing year, as Directors, and until their successors are elected and qualified are as follows: John P. Christensen, George W. Watkins, Hans S. Larsen, Alma Iverson, James Jensen, William Davis and J. W. Francis, and John Christensen shall be President and Hans S. Larsen shall be Vice President and Nephi J. Valentine shall be Secretary, and William T. Davis shall be Treasurer, from the date hereof until their successors shall have been elected and have qualified.

Article X. Within ten days after the election of the Board of Directors they shall hold a Directors' meeting and elect a President, Vice President, a Secretary and a Treasurer. The President and Vice President shall be elected from their number and the Secretary and Treasurer may be elected from their number or from the stockholders having the qualifications to serve as a Director.

Article XI. There shall be an annual meeting of the stockholders held at the general office of the corporation at Brigham City, Box Elder County, State of Utah, on the third Saturday in January of each year, commencing with the year 1909, at such hour as the Board of Directors may determine, for the purpose of electing a Board of seven Directors and of transacting such other business as may be deemed necessary or convenient for the welfare of the corporation. The

Board of Directors may direct the calling of special meetings of the stockholders at such times as they may deem necessary. At all of said meetings of stockholders, whether annual or special, representation of the majority of the capital stock issued shall be necessary for the transaction of business, and no business, except to adjourn to a specified date, shall be transacted at any meeting of the stockholders unless a majority of the stock issued is represented. The officers of the corporation shall be elected by ballot and the person receiving a majority of the votes cast shall be deemed and declared elected. Each stockholder shall be entitled to as many votes as he holds shares of capital stock; and representation by proxy, duly appointed, at all meetings of the stockholders, whether annual or special, provided, however, that no stockholders shall vote more than one hundred (100) shares of the capital stock under any conditions except should the Directors order the sale of the unissued stock and any such Director should purchase from the corporation the said stock as provided in paragraph VIII, and that with said purchase of stock as set forth in said paragraph VIII, he should then own more than one hundred (100) shares, said stockholder shall have the right to vote for said excess of stock at the rate of one vote for each share, provided, further, that proxies held by a person shall not be recognized where the person holding said proxy with his own stock exceeds one hundred (100) shares; provided, however, that said

proxy for said shares in excess of one hundred (100) shares, shall be considered for the purpose of determining whether a majority of the capital stock for the transaction of business is represented. The failure to hold any annual or special meeting of the stockholders on date, or at the time appointed for the same, shall not forfeit nor in any way interfere with the corporate right acquired under this agreement, but any such meeting may be held at any time upon giving ten (10) days' notice thereof by publication in a daily or weekly newspaper published in the County of Box Elder, State of Utah, or by giving written notice, delivered personally, or by mailing the same to said stockholder at his residence or place of business. The Secretary shall, or in case of his failure, any other officer of the corporation may give ten (10) days' previous notice of all annual or special meetings, in the manner as aforesaid, and such notices must specify the purpose or purposes for which said special meeting is called. Written notice of any annual or special meeting may be served by the Secretary or any other officer, as the case may be, by delivering a copy thereof in the United States Post Office at Brigham City, Utah, with the postage prepaid thereon, at least ten (10) days prior to the date of such meeting, addressed to the several addresses of the stockholders, which shall have the same effect as the publication aforesaid.

Article XII. The officers of this corporation shall hold their respective offices for the term of one year

and until their successors are elected and qualified, except as provided in paragraph IX.

Article XIII. The Board of Directors may enact by-laws for the conducting, regulation and management of the business and affairs of the corporation and shall change the same at pleasure.

Article XIV. The Board of Directors may fill vacancies in the Board, as in any of the offices of the corporation until the next annual meeting for the election of officers.

Article XV. The majority of the Board of Directors shall be necessary to and shall form a quorum, and shall be and are authorized to transact the business and exercise the corporate powers of the corporation.

Article XVI. Any Director of this corporation may be removed for conduct prejudicial to the interests of the same by a two-thirds vote of the stock.

Article XVII. Any officer of this corporation may resign his office by giving the Board of Directors thirty day' notice in writing before the same may take effect, but the same may be accepted on shorter notice.

Article XVIII. The private and individual property of the stockholders of this corporation shall not be liable for the corporate debts or obligations.

Article XIX. The capital stock of this corporation shall be and is non-assessable.

Article XX. There is hereby attached a corporate seal of this corporation the following device:

In witness whereof, the parties to this agreement have hereunto set their hands this 9th day of March, A. D. 1908.

BY-LAWS OF THE BRIGHAM CITY FRUIT GROWERS' ASSOCIATION

The following are and shall be the by-laws of the Brigham City Fruit Growers' Association, and the corporation shall be governed thereby in all of its transactions which are applicable thereto not inconsistent with the articles of incorporation of the company:

ARTICLE I.

Section 1. The Board of Directors provided for in the articles of incorporation of this Association shall be elected annually at the regular annual meeting of the stockholders as hereinafter provided, and shall hold their office until their successors are elected and qualified.

Section 2. Said Directors shall be stockholders in said Association and shall be fruit growers in Box Elder County and shall be residents of Box Elder County, Utah.

Section 3. Any vacancy occurring in the Board of Directors shall be filled by the remaining members of the Board.

ARTICLE II.

Section 1. The Board of Directors shall, within ten

(10) days after their election, qualify by subscribing to the statutory oath of office; and shall meet and organize by electing a President, a Vice President, a Secretary and Treasurer; and at said meeting or as soon thereafter as is convenient said Board shall appoint a Manager; all of said officers shall hold office for one year, unless removed by the Board of Directors, who shall have power to remove any or all of said officers at any time.

Section 2. The Secretary, Treasurer and Manager shall each, when required by the Board, give bond in such sum and with such security as the Directors may require, conditioned on the faithful performance of their duties, and to turn over to their successors in office all books, papers, vouchers, money, funds and property of whatever kind or nature belonging to the Association upon the expiration of their respective terms of office or upon their being removed therefrom, or with such other conditions as may be proper.

Section 3. The President shall preside at all meetings of Directors or stockholders. He shall sign as President all certificates of stock, and all other contracts and other instruments in writing, which may have been ordered by the Board of Directors.

Section 4. The Vice President shall, in the absence or disability of the President, perform the duties of the President.

Section 5. The Secretary shall keep a record of the proceedings of the Board of Directors and also of

the meetings of the stockholders. He shall also keep a book of blank certificates of stock, fill up and countersign all certificates issued, and make the corresponding entries upon the marginal stub of each certificate issued. He shall keep a stock ledger in due form, showing the number of shares issued to and transferred by any stockholder and date of issuance and transfer. He shall have charge of the corporate seal and affix the same to all instruments requiring a seal. He shall keep in the manner prescribed by the Board of Directors all accounts of the Association with its stockholders, in books provided for such purpose. He shall discharge such other duties as pertain to his office, and as may be prescribed by the Board of Directors.

Section 6. The Treasurer shall receive and safely keep all funds of the Association. When not required to give bond he shall deposit such funds as the Directors may indicate and such funds shall not be paid out only upon the written order of the General Manager, unless otherwise ordered by the Board of Directors.

He shall make an annual statement of all funds received and paid out and shall file the same with the Secretary, which annual statement shall be so made and submitted at the annual meeting of stockholders and shall cover and include the business of the preceding year.

He shall also make special reports concerning the moneys and funds of the Association, when directed

thereto by the Board of Directors.

Section 7. The Manager shall have full charge of the commercial and shipping department of the Association. He shall keep or cause to be kept in the manner prescribed by the Board of Directors all accounts necessary to the transaction of the general business of the Association in books provided for such purposes. He shall receive all moneys arising from the sale of fruits and other commodities handled by the Association, and shall turn over and pay to the Treasurer of the Association all such funds over and above the amount necessary to meet the current expenses and accounts of the Association, and shall discharge such other duties as may be prescribed by the Board of Directors.

ARTICLE III.

Section 1. The regular meetings of the Board of Directors shall be held at the office of the company on the first Saturday of each month, except when said day comes on a legal holiday, then on the following day.

Special meetings of the Board of Directors may be called by the President when he may deem it expedient or necessary, or by the Secretary upon the request of any four members of said Board; but at such special meetings action shall not be taken on any matter other than that for which the meeting is called.

Section 2. A majority of the Board of Directors shall constitute a quorum for the transaction of busi-

ness, but a less number may adjourn from day to day upon giving notice to absent members of the said Board of such adjournment.

Section 3. The Board of Directors shall have power:

First—To call special meetings of the stockholders whenever they deem it necessary, by publishing a notice of such meeting once a week for two weeks next preceding such meeting in some newspaper published in Brigham City, Utah.

Second—To make such rules and regulations not inconsistent with the laws of the State of Utah, the Articles of Incorporation or the By-laws of the Association, for the guidance of the officers and the management of the affairs of the Association.

Third—To incur such indebtedness as they may deem necessary for carrying out the objects and purposes of the Association, and to authorize the President and Secretary to make the note of the Association, with which to raise money to pay such indebtedness.

Section 4. It shall be the duty of the Board of Directors:

First—To cause to be kept a complete record of all their meetings and acts, also the proceedings of the stockholders, present full statements at the regular annual meetings of the stockholders, showing in detail the assets and liabilities of the Association, and the condition of its affairs in general.

Second—To supervise all the acts of the officers and employes, require the Secretary, Treasurer and Man-

ager to keep full and accurate books of accounts of their respective business.

Section 5. The Directors of the Association shall receive in full compensation for their services in attendance upon regular and special Directors' meetings in conducting and supervising the business of the Association the sum of \$1.50 per day for each and every day necessarily devoted to such attendance.

ARTICLE IV.

Section 1. At the regular meeting in the month of January of each year the Directors may declare such dividends upon the capital stock, to all the stockholders then appearing of record, as may be warranted by the net earnings of the Association for the preceding year.

ARTICLE V.

Section 1. The Board of Directors may, whenever they shall deem it necessary, place on sale so much of the capital stock of the Association as may be necessary to raise funds for the purpose of carrying out the objects and purposes of the organization of the Association, such stock to be sold only upon the following conditions:

First—That not more than one hundred (100) shares thereof be sold to any one person, firm or association of persons.

Second—That such stock be sold only to fruit growers in Box Elder County.

Third—That such stock be sold at not less than par value of Five (\$5.00) Dollars per share.

ARTICLE VI.

Section 1. All stockholders shall, at the beginning of the season, enter into a written contract that all their farm products shall be handled through the organization, except such grades as cannot be profitably handled by the association;

And the Manager shall not be under any obligation to receive for shipment fruits or products from any stockholder who shall not have entered into said contract.

Provided that, the Manager of the Association may grant permission to the stockholder to market fruit and other farm products outside the Association, if this can be done without interfering with the work of the organization. In every case, however, permission must be secured from the Manager before pursuing this course;

Section 2. All fruit and products must be packed for shipping in a neat and workmanlike manner, in standard sized packages, as adopted and in general use by the Association.

Section 3. Any Association member having any grievance or cause of complaint as to treatment of his fruit by the Association can appeal to the Board of

Directors, whose decision shall be final.

Section 4. These by-laws may be amended by the Board of Directors at any meeting thereof; Provided, written notice of such proposed amendment shall be given a reasonable length of time before said meeting.

CONTRACT.

Between the BRIGHAM CITY FRUIT GROWERS' ASSOCIATION and

a fruit grower in Box Elder County, Utah, Witnesseth:

That said grower appoints the above named Association his sole agent to ship and market his crop of marketable fruits and products for the year 1912. The grower agrees to grade and pack his fruit according to the methods and rules prescribed by the Association, and to deliver same at such time to the cars of the Association for shipment, and to submit it to inspection by the agents of the Association; or if the manager of said Association so elects the said grower agrees to deliver his fruit to the packing house of the Association for the purpose of having it graded, packed and shipped by the Association, the same to be done at a uniform rate for all.

The grower further agrees that the proceeds from his fruit shipped with fruit of other growers in car load lots shall be pro-rated with the proceeds from all other fruits of like variety and grade so shipped by the Association for the year 1912, and that the Association

shall be entitled to retain and collect on fruits thus shipped 5 cents for each box of apples, $3\frac{1}{2}$ cents for each crate of prunes, and $2\frac{1}{2}$ cents for each box of peaches or plums.

The Association hereby agrees to receive and dispose of all marketable fruits and products of said growers, to the best of its judgment and ability, except such grades as cannot be profitably handled by the Association, and to pro-rate the proceeds of all car lot shipments under this and all like contracts for the same year, according to the variety and grade; and for all fruits received and shipped by Express or local Freight; or in other ways than car lots, to pay the grower the market price as may be determined from day to day.

The Association further agrees to grant permission to the stockholder to market his fruit or products outside the Association, when it can be done without interfering with the work of the organization; and also to provide boxes, paper and all other necessary package material on the basis of an estimate furnished by the grower not later than May 15 for berries, cherries and the early variety of fruits, and July 15 for peaches, apples, prunes, etc., at a uniform price to all.

In witness whereof, parties hereunto have executed this contract in duplicate, this day of, 191.....

BRIGHAM CITY FRUIT GROWERS ASSOCIATION.

By

Manager

COMMON ORCHARD INSECTS AND THEIR REMEDIES.

(Dr. E. G. Titus, Entomologist, Utah Agricultural College Experiment Station.)

The Codling Moth. The codling moth or apple worm causes more damage than all other apple insects in Utah. The worms pass the winter in tough cocoons, hidden in the rough bark of the trunk or larger limbs or under rubbish in the orchard. The moths, which are nearly the color of the apple bark, come out in from ten days to two weeks after the blossoms fall, and lay their eggs on the apple leaves or on the apples where the fuzz has been rubbed off or where two apples lay together. The great majority of the worms, when they hatch, go in at the calyx end of the apple. They remain in the apple from 20 to 30 days and then crawl down the tree, hide away and spin cocoons. In ten to fourteen days the moths again appear and the eggs of this brood are usually laid on the apples, the larvae hatching out and going in at the side or any other point of the apple. When full grown, they leave the apples and go down the tree, spinning the tough cocoons in which they over-winter.

Remedies: Spray with lead arsenate at the rate of 2 pounds to 50 gallons of water immediately after the blossoms fall. Use a Bordeaux nozzle, driving the spray into the center of every blossom. Have a tower

or ladder on the wagon, 25 feet of 7-ply hose, a bamboo rod with 45-degree angle, and use from 120 to 150 pounds pressure. Do thorough work. Do not miss a blossom. Keep your nozzle moving. Repeat in ten to fourteen days. If the orchard is badly infested or close to badly infested orchards, it will be necessary to spray for the second brood about the first week in July. Put burlap bands on the trees a month after bolssoming and remove these bands every ten days, killing the larvae under them until about the 20th of August. Remove the bands finally a few days after picking time. Kill the larvae present and put the bands away for the winter. These bands should be made of pieces of burlap which are one foot wide, folded down four inches from the top with the long fold outside when put around the trees.

Pear and Cherry Slug. This is the dark, slimy, green larvae which feeds on the leaves of the pear, cherry, plum and some other plants, eating out the tissues. There are two broods in a year. The insect lives over winter in cocoons in the ground, coming out the latter part of May as a dark, four-winged insect. Eggs are laid in the leaves, the larvae feeding upon the leaves and more rarely upon the fruit. When full grown, they go into the ground and pupate, coming out again in August as adult insects, again laying eggs, and late in the season the larvae descend to the ground and make cocoons.

Remedies: Spray with arsenate of lead at the time

the first codling moth spray is applied. At this time there are no eggs laid in the leaves, but the spray will stay on and be ready for the young larvae when they hatch.

Peach Tree Borer. This is the insect that bores into and around the tree just beneath the bark and near the base of the tree. The eggs are laid in early summer on the tree trunks, close to the ground. The young borer hatches in midsummer, and bores into the tree. Their presence can be easily detected by the gummy mass which exudes from the burrows. The adult is a wasp-like moth which flies in the day time in early summer.

Remedies: Scrape the dirt away from the tree and cut out all borers found. If the trees are wrapped early in May with building paper (not tarred paper) tied tightly at the top and with a little dirt heaped around the bottom of the paper, the borers can be easily kept out of the tree. Spraying thoroughly in the spring with lime sulphur mixture also aids in preventing their laying eggs.

Peach Twig Borer. This insect passes the winter as a worm in the ends of twigs or under the bark. They come out in early spring and bore into the young growing twigs. When full grown, the worm pupates and emerges in early summer as a small, grayish, brown moth. Eggs are again laid on the leaves, twigs, and probably on the fruit. Many of the larvae of this second brood live in the fruit of the peach. They can

easily be detected by the small exudation of sap. Later in the year, some of them leave the peaches and bore into the twigs, living thus over winter.

Remedies: Spray with lead arsenate just after the buds open, being careful to cover them thoroughly. Use 2 pounds to 50 gallons of water. Prune off and burn all injured twigs. Destroy all injured fruit.

Aphids. There are many aphids affecting the orchard trees, but they can all be controlled by the use of tobacco solution, using one part of tobacco solution to 50 parts of water. Spray early. Do not wait until the leaves are curled. The woolly aphid of the apple, which also works on the roots of the tree, can be handled by digging the dirt away from the roots for two and two and a half feet from the trunk of the tree and pouring in the tobacco solution one part to 25 parts of water, then throwing the dirt back over the roots.

Scale Insects. The principal scale insects affecting orchards and trees in this region are the San Jose scale on apple and peach, the cottony maple scale on grape and shade trees, and the European Elm scale on elms. For this latter insect, use a driving spray of cold water, early in the spring, and at any time during the summer, when the insects are seen on the trees. This will knock many of them off and will effectually control them if carefully and forcibly applied. The San Jose scale can be controlled by lime sulphur wash, applied in early spring, just before the buds open. The tree

should be thoroughly covered. If a home-made mixture is used, use the formula of 15 pounds of sulphur, 20 pounds of lime, and 50 gallons of water. See that it is thoroughly boiled. With a Baume hydrometer, the manufactured material should test 33 degrees before dilution. Dilute the manufactured material with 7 parts of water.

Red Spider or Brown Mite. While this is not an insect, it sometimes becomes numerous enough to injure trees. It may be controlled by spraying the trees thoroughly in early spring with a lime sulphur wash. This will cover up the eggs which were deposited on the trees the fall before and effectually control the mite.

Grasshoppers. Grasshoppers can be handled to the best advantage in orchards and gardens with the arsenic-bran mash. A grasshopper machine constructed to catch these insects will also effectually control them in the fields.

FORMULAS.

Arsenate of Lead. This mixture, whether a paste or powdered form is used, should never be used less than 2 pounds to 50 gallons of water. This is the recommended strength for the codling moth and peach twig borer spray. It adheres to the foliage better than paris green, and for that reason is recommended.

Tobacco. Any good tobacco sheep dip may be used, from 1 part to 25 parts of water up to 1 part to 75 parts of water, against aphids and other soft-bodied

sucking insects. It should be applied early before the leaves begin to curl.

Arsenic-bran Mixture. White arsenic 1 pound, sugar 4 to 6 pounds, bran 12 to 20 pounds. Mix dry, then dampen sufficiently to cause the sugar to stick to the bran and hold the arsenic with it. Sow broadcast or scatter in small piles. Keep chickens away.

Strychnine. For such rodents as ground squirrels, pocket gophers, mice, etc. Dissolve one ounce strychnine sulphate and 2 quarts of boiling water. Add one-half ounce borax, 2 pounds of sugar, and then mix this with a half bushel of cracked wheat, crushed oats, or some such grain.

Another method: Make a strong salt brine. Pulverize one ounce of strychnine and use it with 2 pounds of sugar, spreading it finely over the page of an ordinary newspaper. Dip a shingle into the strong brine, drain, and press the shingle lightly on the strychnine sugar mixture. Place this shingle or pieces of it in or around the holes of the animals to be poisoned.

Poison for Rats. The common house rat is becoming rather numerous in some of our larger towns. It may be killed with strychnine grain or with flour and plaster of paris in equal parts. Place water near a mixture of this kind so that the animal can get it to drink.

EXPERT TELLS HOW TO PRUNE TREES.

Pruning is the most important work in orchard culture and one the least understood by many of the growers. Prof. R. E. Trimble, in Wenatcha Republic, considers it from two points. First, from the well being of the tree, and, second, from the artistic viewpoint. Under the latter point comes the matter of high or low headed trees, round or tall shape, and other matters of personal preference. These things are not vital to the well being of the trees. A thorough exposition of pruning has never been written. This is due in part to the fact that in pruning each tree is a new problem and cannot be treated like any other tree. It follows, then, that the only way to learn to prune correctly is to learn the underlying principles.

In the same way that no trees are alike, no two branches are alike, yet all have some traits in common. One of these is the fact that all branches grow from the terminal, and that the buds farther along the branch are stronger than those near the crotch. This is because the buds near the end are able to secure more sunlight than the others. Every bud on a tree if permitted to grow would develop into a branch. This we know never happens, so it follows that the tree develops some buds at the expense of others.

There is a struggle for existence between the buds and twigs, and the great majority of buds never develop. This is natural pruning.

The question has been raised and agitated by prominent authorities as to whether pruning devitalizes the trees. This can be considered from three viewpoints. First, from the principles of growth, we know that a tree is a group of smaller trees. Unlike animals, the branches are not organs performing specialized functions; but each branch does the same thing the other branches do, so that cutting one will only help the remaining ones. You are merely following the practices of nature. Some plant physiologists have raised the theory of initial vitality and that pruning lessens this vitality, i. e., an unpruned tree will have a vitality of ten, and after part of the tree is removed the vitality will be nine. The error in this theory is the hypothesis. The vitality of a tree depends on the nourishment and outside conditions. Cutting off part of a tree does not rob it of vitality, but, on the other hand, the shock tends to increase the energy of the other parts. The exception to this rule comes in the case where too many leaves are cut off. The third circumstance in support of pruning is common experience. It has been proved again and again that more and better fruit can be grown on pruned than on unpruned trees.

In studying the principles of pruning, we must study

and watch the fruit spurs and buds of the different trees. These vary greatly. Peaches bear on last year's wood, apples on year before last's. Peaches grow from lateral buds, apples from the terminal buds. Peach buds come in triplets, a fruit bud on each side of a leaf bud. In apples the fruit buds are separate; they are identified by their shape and size, being larger and more blunt than the leaf buds. In the East a fruit bud bears every other year, but in the West they bear every year. Differentiation into fruit and leaf buds takes place in the summer, so that only summer pruning can effect them. Summer pruning will cause an increase in the number of fruit buds. A very important detail, and one that is generally overlooked by the pruner, is the method of making cuts. Cut smoothly, close to the branch. If you cut otherwise stubs projecting will be slow to heal, and will probably become infected, in time rotting the entire heart of the tree. This is a point often spoken of but rarely observed. That it is important is shown by the fact that several species of bacteria live entirely on the cuts and exposed wood of trees.

All healing is done by the cambium layer. The aim of the grower, then, is to keep the cambium active, especially around the big cuts. This can be done by irritating the callous formed with a knife or, better still, by slitting it. The pressure of the cambium on the bark has been demonstrated at fifty pounds to the square inch, so that a cut will cause a rapid growth.

No dressing has been devised that will cause a wound to heal rapidly, the function of a dressing being only to cover the wound and to prevent infection. Lead paint is most satisfactory. Cornell University has held a series of experiments to determine the time to prune, and has proved that successful pruning can be done at any month in the year. The wounds heal far best, however, if pruned just before the growing season. In the sawing of large branches it is best to make a first cut about a foot from the trunk and then saw the stub on at the trunk. In this way you prevent the weight of the branch tearing the cut when part way through. Altogether too much pruning is done by growers and professional pruners from a viewpoint of form and appearance. This is all right for shade trees, but fruit trees have a different purpose, and must be pruned with a view to fruitfulness and well being. Since no two trees are alike, and since conditions vary, it follows that no specific rules can be given for pruning each and every tree; but, as before mentioned, there are principles of pruning that apply to all trees.

Top pruning produces wood growth. The reason for this lies in the fact that the top and roots of a tree balance each other, i. e., the top is just large enough to handle and transform the sap sent it by the roots. If this balance is disturbed by the loss of part of the top, the tree at once restores it. Root pruning lessens the production of wood. Checking growth tends to develop fruit spurs. This is true if done at the right

season and if done in such a manner as to give an excess of food. Nature has provided that all living things, when destruction threatens them, will hasten to reproduce. Therefore, checking the growth by ringing, or summer pruning, will cause increase in the number of fruit buds. Heavy top pruning in the winter will rejuvenate sickly trees and stimulate slow growing ones. Trees injured by frost can often be saved by pruning severely just before the growing season, the excess of food overcoming the injury by frost. The season of pruning affects the habits of the tree. Summer pruning will cause fruitfulness because of the excess of food and the check of the growth; winter pruning will cause a woody growth because the balance of the tree is disturbed. Pruned plants tend to resume normal habits of growth, i. e., the effects of pruning are temporary and must be repeated.

Habits vary from youth to age both as to bearing and growing. Young trees grow erect and rapidly; later they broaden and give more strength to fruit bearing. Fruit bearing is a habit and may be changed some when young. Once the tree is bearing properly keep it bearing constantly, and never let up for a year, as it will be hard to start when older. Growth is from the terminal buds; put each terminal bud in the direction you wish the branch to go. Heading in young trees will broaden and thicken the top; this process can be used for branching drooping trees. An obstruction just above a limb tends to develop longitudi-

nal growth; the reason is that food returning from the top of the tree is stopped and that food coming from the roots is directed up the branch. An obstruction just below a limb tends toward quiescent growth because the food from the roots is cut off.

One part of a tree can live at the expense of another. Water growths and suckers develop too rapidly to manufacture all their food. The cold countries are apt to have excessive evaporation, therefore one wants few branches and leaves. Warm climates have sunscald, and there lots of foliage is needed. These rules, as can be seen, are general in their nature. Anything more specific would be apt to be misleading because of the great variation of conditions. They must be taken by the grower and applied to his own specific orchard, and to each tree in that orchard. Each grower should prune his own trees; first, because he is most interested in them; second, because he knows what the trees are doing and what they want, and, third, because he knows what he wants.

SUGGESTION ON PICKING AND PACKING PEACHES.

Extreme care should be exercised when picking and packing peaches, as they are one of the most perishable of fruits.

Different varieties must be picked at different stages of ripeness; the weather conditions will modify the time to some extent on even one variety. The green peach is neither a good shipper nor a good keeper and should not be placed on the market.

When picking peaches they should be firm, well matured with a good color, but not soft in the least. The Elberta peach should be picked as soon as it will leave the tree without breaking the stem from the tree or tear the meat of the peach when the stem is pulled out. Pick with the hand, not with the fingers. Not a mark should be found on even the ripest peach. There should be no rough handling or pouring from bucket or basket to box; should be handled like eggs.

There should be a floor on the packing house to prevent dust from rising and the building should be kept clean. Place the packing table in a well-lighted and well-ventilated part of the room. Each packer should have before her room for at least two boxes; usually running two grades at a time; the end farthest away raised about six inches. One of the greatest cautions needed is to see that there is not too much space allowed between the fruit and the cover. Pack so that the sides of the box will have a slight bulge

on them. One should never be able to move the fruit easily after it is once packed. Peaches that will rattle in the box will not ship very far.

The fruit should be kept in as cool a place as possible before shipping. Peach boxes should be placed on benches behind the packer until nailed and placed in piles.

The peach box used here is in three sizes, in depth four inches, four and one-half inches and five inches; eleven and one-half inches in width and eighteen inches in length, inside measurement. There are three grades of peaches as to size, extra or 80, fancy or 96, choice or 108, and only one grade as to quality. All peaches should be perfect.

Choice is the smallest peach wrapped, and is graded in two sizes. By packing a 3x3 pack makes six rows across the box, with nine peaches long, will make fifty-four peaches to the layer, or one hundred and eight to the box. Size 2, with six rows across the box, three rows nine long and three rows eight long will make fifty-one to the layer, or one hundred and two to the box.

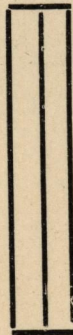
Fancy grade is packed same as the choice, except the rows contain less peaches. This grade is in three sizes. Size 1, with six rows across the box, eight long will make forty-eight to the layer, or ninety-six to the box. Size 2, with six rows, three rows eight long and three rows seven long, makes forty-five to the layer, or ninety to the box. Size 3, with six rows, seven

long, will make forty-two to the layer, or eighty-four to the box.

Extra run from forty to seventy-eight peaches to the box, and they are packed same as the choice and fancy, except the very large ones, and they are packed a 3x2 pack, with five rows across the box instead of six. There are eight packs to this grade: 1, six rows, three seven long and three rows six long, thirty-nine to the layer, or seventy-eight; 2, six rows, six long, will make thirty-six to the layer, or seventy-two; 3, six rows, three rows six long and three rows five long, thirty-three to the layer, or sixty-six to the box; 4, six rows, five long, thirty to the layer, or sixty; 5, five rows, six long, thirty to the layer, or sixty; 6, five rows, two rows six long and three rows five long, twenty-seven first layer, two rows five long and three rows six long, twenty-eight second layer, or fifty-five; 7, five rows, five long, twenty-five to the layer, or fifty; 8, five rows, two rows five long and three rows four long, twenty-two first layer, two rows four long and three rows five long, twenty-three second layer, or forty-five.

The following points are of value: Thin fruit on the trees so as to produce the best grade of peaches. Take great care in picking. All fruit should be hauled on spring wagons, carefully covered to protect from dust, sun or rain. Get the peaches at the right stage of ripeness and pack carefully. Never pack a peach when warm. Make the pack uniform, so that one box will be

as good as another. Never pack choice or 108's in 4½-inch boxes. All peaches should be sound, free from blemish or fungus and well matured. Pack should be tight and up to but not above the end of box. Grower's name, variety and grade of fruit should be placed on each box.



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