

INDUSTRIAL RESOURCES.

Full Text of the Report of General N. P. Chipman.

It Will Be Found to Be Full of Statistics Valuable to Home-Seekers and Others.

Some weeks ago the Record-Union published a synopsis of the report made by General N. P. Chipman, as Chairman of the Committee on Industrial Resources to the State Board of Trade.

These statistics were furnished to General Chipman by the Southern Pacific Company, and the public may rely upon them as being correct.

SAN FRANCISCO, February 13, 1894. Hon. Eugene J. Gregory, President California State Board of Trade. In presenting my fourth annual statement of the fruit shipments from California, the occasion invites something more than statistical recapitulation.

It is not our purpose to discourage any of the remarkably diversified industries of the State, a catalogue of which it would be difficult to parallel anywhere on the globe.

Second to the largest State in the Union; area, square miles, 157,801; population, 1,246,404.

Value of gold produced in 1893, \$13,000,000. Value of gold produced since 1849, 1,246,404,000.

Total yield of mines in 1893, 20,000,000. Petroleum and bituminous products, 1,000,000.

Quicksilver (blanks) produced in 1893, 29,300. Borax, product, 1893, 36,135,000.

Wheat crop (bushels) 1893, 36,135,000. Barley crop (bushels) 1893, 15,500,000.

Beans crop (pounds) 1893, 79,347,000. Beet sugar, campaign 1893-4 (estimated) pounds, 42,000,000.

Wool product, 39,500,000. Hemp product (bales), 45,000. Average annual product of fisheries, 4,672,300.

Whaling catch San Francisco coast, 1893, 1,000,000. Lumber received at Port of San Francisco (feet), 388,396,554.

Lumber shipped from San Francisco in 1893 (feet), 21,300,000. San Francisco third commercial city in the United States.

San Francisco manufactures, value, 1893, \$86,400,000. Deposits in savings banks in State, 1893, 138,019,874.

Increase over 1892, 17,237,331. (The Commercial Herald reports 9,618 bales of hops received in San Francisco, I think that the Chicago figures are too large.)

The Pacific Coast crop of 1893 is estimated at 120,000 to 125,000 bales. The Commercial Herald states the value of San Francisco manufactures at \$90,000,000.

Our mines, our forests, our broad areas of general agriculture, our stock farms and ranches, our industrial resources of petroleum and gas, our irrigated and non-irrigated areas with their endless variety of products, our quarries, our fisheries, our factories, and our mines, are of importance that they are to-day, and may be greatly enlarged, and yet admit of an almost unlimited expansion of our orchards.

The great charm of California lies in the fact that all these varied occupations may be pursued under climatic conditions contributing to the highest degree of physical comfort and pleasure. We do not encounter extremes of cold at all, except in the very high altitudes of our mountains, and extremes of heat are never insufferable or specially irksome; along the coast they are unknown, and in the interior valleys the great aridity of the atmosphere never makes itself indurable for the short period of its duration.

California may be said to be a sanitarium wherever it may be visited, and in the same time it is a theater for great possible commercial, agricultural, mining and manufacturing activities. Unlike Florida or the humid semi-tropical regions, the mind and body know no enforced lassitude and indifference to labor; indeed, the climate is peculiarly invigorating and stimulating in all parts of the State.

Physical inertia does not exist in California by reason of climatic influences. The great objection to most countries having a favorable climate is, that the occupations of man are greatly curtailed; he must give up his mental and physical activities and abilities in order to enjoy the desired climate. Then, too, this favorable climate, when found, has its seasons of great discomfort and often unhealthfulness. This is not true in California, and herein lies its strongest plea to the home-seeker. He can hardly fail to be pleased wherever he may go, and nowhere along the coast or in any of our interior valleys regions will he fail to find a verification of all that has been claimed for our climate, and almost everywhere he has the choice of pursuits before him that he has found congenial where he has hitherto lived.

Thus much this board desires to say generally of the State, and its advantages and industries.

AGRICULTURAL PRODUCTS IMPORTED. In this connection may be mentioned the fact that we are large importers of products of the farm, which we ought to produce at home, and could with great profit. This fact is strongly presented by Governor Markham in his last annual message. I quote:

I have endeavored to obtain the amount of the annual importations of various articles of products. The appended list is by no means complete, but the amounts of the items nearly as great as they probably should be, but it is sufficiently accurate for the purpose of illustration:

Table listing agricultural products imported with columns for item and tons. Items include Live stock, Wool, Hides, Meats and packing-house products, Poultry, Butter, Eggs, Potatoes, Flour, Other mill products, etc.

These figures are correct—and as they have been obtained from reliable sources I have no doubt they are—will be seen that we are importing over 4,000,000 eggs annually, probably three-quarters of a million of poultry annually and millions of butter, beef, pork, etc., in very large quantities in this State.

The tables herewith submitted show that we exported in 1893 over 1,085 carloads of potatoes. We rarely import vegetables of any kind. We also exported ninety-five carloads of honey. I can hardly think of any other subject should challenge attention, and should add to the many inducements to come to California.

FRUIT-GROWING THE CHIEF INDUSTRY. While all this is true, it is the opinion of this board that fruit-growing in all its varied forms has become, and will ever continue to be, the commanding industry of the State relating to the soil.

The commercial importance of fruit-growing in California has attracted wide attention, not only among the most intelligent agriculturists in this country, but in all Europe. The excellence of our wines and our fruits, and the favorable conditions surrounding their production, have turned the mind of all lovers of what may be justly termed the esthetics of agriculture to this very large and inviting field.

The ideal life to most people in the United States is one where the employment is both congenial and profitable, and where there is least of drudgery and unrequited toil, and the most of playing, culture and the joys of surroundings. This ideal condition is more nearly found in California than elsewhere in America.

We grow oranges, lemons, figs, olives, prunes, and every known variety of grapes, peaches, apples, cherries, apples, nectarines, apricots, walnuts, filberts, and a list of all kinds of berries and vines of all descriptions, on the same soil, in the same orchard, and under the same conditions. We assert that California is the place to which Europe or America where this is possible.

It has come to be generally known that California is largely engaged in fruit-growing, and that the State is rich in knowledge as to the distribution of our fruits, or of the localities where grown. The descriptive literature of the magazine, and the reports of the State Board of Trade, have served to create a vague impression as to the merits of the northern portion of the State, but have given very vivid conception of its southern portion.

It was unfortunate that a sectional designation of the two regions should have been made, and that the attention has been content to invite people to California, and not to any one portion of it. But the people of the south were first to wonder at the list of products, and the wonderful enterprise and highly commendable local effort, as well as by the intrinsic merit of the region, and naturally they turned their eyes to the north.

Having spread the feast, they directed the guests where to find it, and Southern California became necessary as a designation. All the same gentleman has compiled an interesting and instructive table, showing the comparative value of the fruit products of the two divisions. It will be there seen that the State from Northern California was double that from the south. A study of these tables will show a clear and accurate index of the fruit products of the two regions.

NUMBER OF ACRES OF TREES PLANTED. To the intending settler who desires to engage in fruit planting a definite idea of the number of trees to be planted in the State to growing specific varieties of fruit may be obtained from the actual tree planting. The State Board of Horticulture has gathered this information as the plantings then showed.

The plantings of wine grapes are not shown in the tables herewith, as only 150,000 acres in the State, mostly in Northern California.

In connection with the tables of fruit kinds and quantities, it is of interest to know the amount of fruit shipped from the State from regions round about this, information will enable the intending settler to go at once to a fruit-growing county without any further delay.

TABLE GIVING NAMES OF COUNTIES, ACRES AND KINDS OF FRUIT TREES, BEARING AND NON-BEARING, 1892.

Table with columns for Counties, Apples, Peaches, Plums, etc., and rows for various counties like Alameda, Alameda, Alameda, etc.

THE RATES ARE NO LONGER A STUMBLING BLOCK. The time of transit is the chief source of complaint as to green fruits, and also the high cost of freight. It is, however, would do away with this of this cost. We must rely upon the railway companies to find a way to carry four to six pounds of freight at the same rate to six pounds in the green form, rather than take it in the dried form, which would give them only one-fourth of the value.

THE TABLES OF MONTHLY SHIPMENTS SUBMITTED WITH THIS REPORT WERE FURNISHED BY THE SOUTHERN PACIFIC COMPANY ONLY, and hence I am unable to show the entire shipments as they occurred monthly. These tables, however, present a constructive and new facts from which important deductions are to be drawn. They are, however, not complete, as they do not include the shipments of raisins, prunes, and other fruits, and are not intended to be a complete record of the fruit trade of the State.

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Tulare County has more acres, and Fresno County nearly five times as many, as in all of Southern California. Of the 4,926 acres of prunes, 6,234 acres are in the south. Santa Clara County has more acres than all Southern California.

More than half of the olives planted in the State (7,507 acres) are in Northern California, in the county of Butte there are 755 acres, nearly the acreage of Santa Barbara County, where Elwood Cooper has made the State famous by his olive oil.

Of the 5,231 acres of figs, more than half are in Northern California. The rapid development of this industry, from 546 carloads shipped out of the State in 1880 to 2,500 in 1893, has attracted attention throughout the United States and in many foreign countries. Our products have visibly affected the commerce of Spain, France, Germany, Turkey and Greece, not to mention the Islands of the South Seas and Mexico.

We are nearly driven to foreign raisins from our own production; we have reduced the imports of prunes more than one-half; we have exported dried foreign wines, we will in time supply a list of vegetables, figs, olives and olive oil, and Florida, the oranges and lemons, to be consistent.

And what is not important than all else, we shall give, as we are now giving, to the consumers, fruits at lower prices than they have ever been in former years.

THE DANGER OF ALLEGED OVER-PRODUCTION CONSIDERED. But this rapid growth has brought with it the question of possible over-production, and also the resulting question: Will the business continue to be profitable?

These may be answered together, for if we cannot over-produce there will be a market, and that secures the profit.

As illustrating the rapid development of this industry, I refer to Census Bulletin No. 38, for 1890. The first table grapes grown in this country and shipped to New York City were filed in 1860, in 1870, they went from the Lake Keuka District by the New York and Erie Canal.

The grower was encouraged to send 200 pounds to New York, and the result was that in 1870, they went from the Lake Keuka District by the New York and Erie Canal.

It was estimated that in 1880 there went from the same district to the leading cities of the East 2,000 tons for the table. The Hudson River District is estimated to have sent 15,000 tons; the Chautauque District 15,000 tons; making 50,000 tons, or 6,000 carloads of table grapes.

The factor of transportation lies at the root of success. Gradually rates have been reduced from \$1,200 a car in 1870 to \$300 a car of twelve tons for 1893, and \$288 a car of twelve tons for dried fruits in 1893 to New York and less to Chicago. Refrigeration has been introduced, and the cost of the fruit is the expense and a burden which other devices must soon displace. The rates from main line shipping points in California, \$375 to New York, \$300, to Chicago, \$375, to New York, \$300.

Approximate passenger train service to Chicago, \$375 to New York, \$300. In refrigerator cars, freight train service, to Chicago, \$300; to New York, \$600. Minimum weight on shipments in ventilated cars, ten tons; in refrigerator cars, twelve tons.

WHERE TO LOCATE. And this leads us to the inquiry of vital significance: Where shall the intending fruit-grower locate? It is not the purpose of this report to point out or recommend localities. This is a State Board, and knows no north or south, no coast, valley, or mountain; it seeks only to place reliable facts before home-seekers, and leave them to choose localities.

The chief embarrassment of the immigrant is to select a home in all this vast region of desirable country. The west of Southern California is attested in the tables of the present report as seldom goes elsewhere, but are content to live in that charming country. It is also true that people coming into the north, and the south, are not so fortunate.

The central portion of the State, and pitch their tents there, and are content and happy. The practical results of fruit-growing in California are, that the advantages and disadvantages are about equalized throughout all the fruit regions. There are compensations here for the drawbacks of the other regions, and the matter of choice must be determined largely by considerations entirely apart from financial results, for the business intelligently pursued will bring the best results.

The first cost of land, the kind and character of people in the neighborhood, the school and church, the general character of the soil, the greater or less advancement of horticulture, the nearness to lines of transportation, the condition of the roads and highways, the intellectual

SHIPMENTS OF FRUITS AND VEGETABLES BY MONTHS FROM NORTHERN CALIFORNIA, 1893. Tons of 2,000 pounds.

Table showing monthly shipments of fruits and vegetables from Northern California in 1893, with columns for month and various fruit types.

NOTE.—Endeavor was made to obtain monthly shipments from all points, but only one transportation company returned reports by months. This report embraces shipments from all principal points in Northern California, and shows when our products are moved, for all goods during these months.

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TOTAL SHIPMENTS OUT OF THE STATE BY RAILROADS OF FRUIT, VEGETABLES, AND HONEY IN 1893. Tons of 2,000 Pounds. Given from Terminal Points Only.

Table showing total shipments out of the state by railroads of fruit, vegetables, and honey in 1893, with columns for location and various fruit types.

NOTE.—The Southern Pacific Company reported all Southern California shipments from Los Angeles, so that this table could not give total from the several terminals. The terminals are Los Angeles, Orange, Riverside, San Bernardino and San Diego. Only one company reports carloads and beans separately. The Santa Fe Company did not report shipments of honey.

WINE AND BRANDY SHIPMENTS BY RAIL AND SEA—1893. KINDS, 1891, 1892, 1893. Gallons.

Table showing wine and brandy shipments by rail and sea in 1893, with columns for kind and year.

SHIPMENTS OF FRUIT BY SEA—1893. Canned cases, Dried prunes, Green packages, Raisins, packages.

GENERAL SUMMARY AND COMPARATIVE TABLE SHIPMENTS BY RAIL AND BY SEA, OF FRUIT, WINE, BRANDY AND VEGETABLES. KINDS, Pounds, 1890, 1891, 1892, 1893.

Certainly—the precocity, constancy and fertility of our trees in bearing, and the protractiveness and superior quality of our fruits, and the growers' great energy, but age, enable them to produce fruits at a profit that can be sold within the means of the mass of fruit-eaters in the East. An early orchard in Kansas that bears a crop once in three years is worth more than any other land. A peach orchard in Michigan or New Jersey that gives a crop once in two years is worth more than any other land. Why, then, may not California orchards that produce every year be profitable?

Another wonderful range of varieties that may be grown here gives a diversity of products in the same orchard not elsewhere to be found. This range includes many valuable and delightful fruits not elsewhere produced in the United States. We have no competitors on this continent for our olives, figs, raisins, foreign table and wine grapes, almonds, English walnuts, apricots, and only Florida for our oranges and lemons, and only Oregon—and not seriously more—for our prunes. Indeed, upon the question of the necessity of a general truth may be stated: that we have no competition in any of our fruits from regions where there is great uncertainty in the crop, and where the fruit is not a certain country whose orchards are profitable and constant bearers. And it must follow that with quick transit and reasonable charges we shall ultimately force many Eastern orchardists to seek more profitable uses for their lands. This is the logical sequence of the unerring law which at present fills California with manufactured articles that can be produced more cheaply in the East than here, and it is the law that will give us the markets of America for all our fruits.

Seventh—The ultimate just regulation of the profits to middle-men will give low prices to the consumer and yet profitable prices to the producer. At present when prices are low to the producer the consumer pays fully 100 per cent. more than the producer receives. This is not true in any other industry, and it must not be allowed to be true of fruit. There is no reason for prunes costing five cents per pound in California selling in New York for 100 cents, or for figs at fifteen cents per pound. Recent investigation has shown that the consumer pays altogether too much for our fruit. We can afford to reduce a profit so that they will become articles of food necessity and not remain articles of luxury, as they now are. This we are seeking to do, and we are endeavoring to do it by a middle-man, but we do not have the means to pay them for selling our fruit more than the producer receives, or in any way to give a reasonable compensation for the service.

Eighth—The readiness with which any intelligent person may acquire a profitable business in fruit-growing, and the inherent delight which accompanies the occupation in this State, must prove a most attractive feature to the home-seeker. They are, however, utilizing profitably every day of the year, and not a day of actual physical discomfort or unhealthfulness, will lighten the interest of the laborer, and lead him to exult in his occupation.

WHERE TO LOCATE. And this leads us to the inquiry of vital significance: Where shall the intending fruit-grower locate? It is not the purpose of this report to point out or recommend localities. This is a State Board, and knows no north or south, no coast, valley, or mountain; it seeks only to place reliable facts before home-seekers, and leave them to choose localities.

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Table showing general summary and comparative table shipments by rail and by sea of fruit, wine, brandy and vegetables, with columns for kind and year.

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Our products have visibly affected the commerce of Spain, France, Germany, Turkey and Greece, not to mention the Islands of the South Seas and Mexico. We are nearly driven to foreign raisins from our own production; we have reduced the imports of prunes more than one-half; we have exported dried foreign wines, we will in time supply a list of vegetables, figs, olives and olive oil, and Florida, the oranges and