

**OFFICIAL REPORT OF THE EIGHTEENTH FRUIT
GROWERS' CONVENTION OF THE STATE OF
CALIFORNIA. HELD UNDER THE AUSPICES OF
THE STATE BOARD OF HORTICULTURE, AT
SACRAMENTO, COMMENCING
TUESDAY, NOVEMBER 20, AND ENDING
FRIDAY, NOVEMBER 23, 1894**

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STATE BOARD OF HORTICULTURE OF THE STATE OF CALIFORNIA

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No. 220 SUTTER STREET, SAN FRANCISCO, CAL.

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SYNOPSIS OF THE PROCEEDINGS
OF THE
EIGHTEENTH STATE FRUIT GROWERS' CONVENTION
HELD UNDER THE AUSPICES OF THE
STATE BOARD OF HORTICULTURE.

SACRAMENTO, NOVEMBER 20-23, 1894.

Pursuant to call, a convention of fruit growers, shippers, packers, nurserymen, and others interested in horticulture and kindred pursuits in California, assembled in convention in the Assembly Chamber of the State Capitol.

OPENING EXERCISES.

Hon. L. W. Buck, Vice-President of the State Board of Horticulture, called the convention to order promptly at 10 o'clock and explained the object of the meeting.

Rev. T. H. B. Anderson, of Sacramento, opened the proceedings with prayer, asking God's blessing upon the proceedings, and that they might be productive of good to the country.

VICE-PRESIDENTS.

Mr. R. D. Stephens, of Sacramento, and Mr. P. J. Shields, of Routiers, were elected Vice-Presidents by acclamation.

ASSISTANT SECRETARY.

Mr. Edwin F. Smith, of Sacramento, was chosen Assistant Secretary.

ADDRESS OF WELCOME BY GOVERNOR MARKHAM.

Governor H. H. Markham was escorted to the Speaker's stand and introduced by Chairman Buck. The Governor delivered the following address of welcome:

Mr. President, Fellow Horticulturists, Ladies and Gentlemen: I did not expect to be called upon to speak to you on this occasion, and had said to your committee that I thought it would be impossible for me to be present. But when they came to me this morning and stated that it was expected that I should, on behalf of the State of California, welcome

your body to this city, I could not refuse, and as Chief Executive, I now extend to you a hearty welcome to the capital of our State, and I do so, believing that you represent an interest that is of greater importance to the people of California than almost any other with which we have to deal at the present time. I shall not make you a formal speech this morning, having had no opportunity for preparation, and indeed I feel somewhat as did Mark Twain, who said that the best extemporaneous speeches he ever delivered were those where he had about two weeks' notice. [Laughter.] I have had no notice, consequently feel the need of preparation in addressing a body of such intelligence as is here assembled. And yet could I talk to you a few moments with the conviction that what I say would not be published, I might perhaps tell you some things that would prove of interest.

Your Chairman has intimated that I am a horticulturist. I am a horticulturist by proxy, and that is my trouble [laughter]; and I don't mind telling you confidentially that I believe I can convince every one of you in four minutes that I am a typical horticulturist of California. I own about three hundred acres of as good fruit land, according to my judgment, as is to be found in California. I have owned it for some time. I purchased it subject to a mortgage, and when I was in Los Angeles the other day, I had to go to the bank and borrow money to pay interest. That is the first money I ever borrowed in my life, and if you don't think I am a horticulturist now, then all I can say is, there must be something wrong with my credentials.

Seriously, my friends, I shall not assume to advise you as to the important work before your convention. It seems to me that it would be more appropriate for me to listen to your deliberations than to give expression to my own thoughts upon an occasion like this. And I can truthfully say to you, Mr. Chairman, that, notwithstanding the depressing report I have given you of my own experience, I am not discouraged as to the horticultural interest of California, for I am convinced that the difficulties with which we are now contending are merely temporary, and will give place to permanent prosperity. I would rather own that land to-day than have the money invested with any banker or political party in the country, and I will stay with it. I know that no one can take that land from me, or make it less productive; nor can any one keep my trees from growing and bearing the finest fruit upon which the sun ever shone.

We have some things to do here in California, as far as our horticultural interests are concerned, and it is for you gentlemen to show us how and by what methods we can obtain the best results from our labors. I believe that you can determine that in large measure here, and by your wise and intelligent counsels so direct the efforts of those engaged in this industry that they may secure the greatest benefits from their investments, and make their occupation a credit to our State. I am not unmindful of the fact that we in California are tempted to live upon what the Creator has prepared for us, without making any personal exertion ourselves. I have watched this tendency all over the State. If you pass through the great agricultural sections of the East, you will everywhere find the father of the family and every child at work, and not an idle person connected with the farm. And yet with all this effort, you will not find a farm of one hundred and sixty acres in the United States, east of the Rocky Mountains, however fertile, that can

pay interest on its investment, pay for every hour of work performed and make a single dollar. The trouble is that people come into this State expecting to grow rich raising fruit, just as I did, by sitting in my parlor and smoking ten-cent cigars, and wondering why my hired men didn't do more work. [Laughter.] The truth is, we cannot become rich without making sacrifices. There is not a man here who will not say that he earns money enough to make him rich, but he has not the faculty of saving it. And I cannot do better than call your attention to the familiar aphorism, which is as true to-day as it was when Benjamin Franklin uttered it, that it is not what we earn, but what we save that makes us wealthy.

As I see some ladies here to-day, I will say that I have been charged with being a woman-suffragist, and such I am in this respect, that I believe girls should be taught the great practical duties of life. I am proud to say Mrs. Markham has taken care that every one of our children is taught something useful. When my eldest daughter wrote me not long ago of her progress in Latin, Greek, and French, I answered that I appreciated all that, but could understand it better if she could send me some nice bread and rolls of her own making. In reply, she sent me some of the nicest I have ever seen. My only apology for mentioning this is that you may understand what I conceive to be the proper kind of education for our girls, which is that they should not only have accomplishments, but should also be equipped with useful and practical knowledge, which in this age is almost indispensable.

I started in life without a dollar. I have never played a game of marbles, baseball, poker, or billiards in my life. I did not dare to say that when I was running for Governor, because I would have been defeated if I had made such a confession. But it is true. [Laughter.] Now, I have some faults, but I do not tell you these. I have told you some of my virtues instead. [Laughter.] I had no time to give to these diversions. And I say to the young men and women of California that they can help our State if they will be as industrious as every successful man of California has had to be.

In my speech at the World's Fair, I called attention to what California had done in the way of fruit-raising: that twelve years ago we shipped 500 carloads of canned, dried, and preserved fruits; now we send 20,500 carloads—a gain of 20,000 carloads per year in twelve years. The question for us now to determine is what to do with it. I remember very well that when I came to California, the only market we had was San Francisco, and they said to us, "If you put out a dozen trees too much you will have no market." But we have kept on planting every year, and we have a larger market than ever. I believe I can say truthfully that I shipped into Washington City the first carload of acceptable oranges that were ever sent there from this State. That was just ten years ago. When I asked why there were no California oranges there, I was told that they were sour, disagreeable, and could not be sold. That was owing to the fact that Californians had become impressed with the idea that they must force nature and send to the East unripe oranges to compete with those from Florida. When the committee which accompanied the remains of Senator Miller to California returned to Washington City, they brought me a box of oranges sent by some of my friends from Southern California. I took them to a market and asked the marketman if he had any objections to such oranges.