

# MEDFORD DAILY TRIBUNE

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**TODAY'S WEATHER PREDICTION.**

Clear today and tomorrow. Warmer.  
 A rare and salubrious climate—soil of remarkable fertility—beautiful scenery—mountains stored with coal, copper and gold—extensive forests—streams stocked with speckled beauties—game in abundance—a contented, progressive people—such is the Rogue River Valley.  
 Average mean temperature.....55 degrees  
 Average yearly precipitation.....21 inches

**CONVICTION BY PERJURY.**

The case of Charles Nickell presents a strong sidelight on the methods employed to secure convictions in the Oregon land fraud cases.

Mr. Nickell was convicted of conspiracy to suborn perjury upon the testimony of self-confessed perjurers, who hoped by manufacturing damaging evidence against him to secure immunity for their own crimes.

Frank E. Kincart, the timber grafter, who admitted his own guilt and helped send Mr. Nickell to prison in the hope of escaping punishment himself, has voluntarily made the following affidavit:

*"In expectancy of immunity from my illegal acts, I pleaded guilty to said indictment, and at the trial I made statements and charges against Charles Nickell that were not in accordance with the facts; that I never had any connection or conversation with the said Nickell in regard to the location of said timber lands and as far as I know he had no knowledge whatever of any illegal acts connected therewith."*

Here is a case, perhaps one of many, where a man's freedom was deliberately sworn away by a cowardly scoundrel, who hoped thereby to escape his just deserts. Is there any wonder that little odium attaches to a land fraud conviction in Oregon?

Both Francis J. Heney, who prosecuted Mr. Nickell, and Federal Judge Hunt, before whom the case was tried, recommended a conditional pardon for Mr. Nickell, yet President Taft refused to sign it, though the largest pardon petition ever sent from Oregon requested it.

**"THE GIRL FROM RECTOR'S."**

Good acting does not atone for bad plays. "The Girl From Rector's" is coarse, disgusting and unhealthy. It is vicious. It is useless.

"The Girl From Rector's" points no moral and adorns no tale. It is an unvarnished portrayal of degeneracy developed by the idle rich, without a redeeming feature. The play, though clever in spots, is not novel, the situations not new, and the plot vulgar in the extreme.

There is always an undercurrent of slime beneath the placid waters of conventionalism, but because it is there, is poor excuse for parading it before the public, with its suggestiveness and its nastiness.

The stage is a great educational force, but it is a prostitution of its power to whitewash puerility and paint vice in rainbow hues.

## Urges Co-operation of Fruit Growers

**T**HE California Fruit Growers' Exchange is a co-operative organization which has marketed for the citrus growers of California oranges and lemons amounting to \$132,785,500 gross, but has never declared a dividend or accumulated one penny in dividends to its stockholders.

By F. Q. STORY

President of California Fruit Growers' Exchange and of Growers' Supply Company.

The citrus fruit season of 1908-09 is drawing sufficiently near to an end for us to make a comparatively close estimate of the number of boxes and returns for the same. According to the brief delivered to the ways and means committee of the house of representatives, by the Citrus Protective League of California, there are about 120,000 acres of orange and lemon trees in bearing, and we estimate this year's yield from all over the state will amount in round numbers to 14,500,000 boxes and the gross sales not far from \$36,500,000; deducting cost of freight and icing, at an average price of 95 cents per box, equaling \$13,775,000, making the net amount received in California f. o. b. cars \$22,875,000.

The production per acre varies enormously all the way from next to nothing to 600 boxes. The average production for the season 1908-9 for the total number of acres in bearing in California, according to above acreage, is about 120 boxes per acre. The yearly cash returns per acre varies similarly to the yield and the variety of fruit grown, from next to nothing to from \$1000 to \$1100 per acre (the latter returns having been realized in some cases account heavy yield and high prices prevailing for some particular variety sold at the top price in some particular season).

A very closely tabulated statement of returns on oranges sold by the exchange for the season of 1904-5 (a season of rather low prices) showed in general the following results. About one-third of all the fruit sold showed a net loss to the growers. About one-third of the crop returned a new dollar for an old one and the remaining one-third returned from a fair to a very good profit.

**Orchardists Employ 150,000 Laborers**  
 There are probably from ten to twelve thousands orchardists engaged in the industry, and it supports all told, including laborers and their families, about 150,000 people.

The principal producing counties are Riverside, Los Angeles, San Bernardino, Tulare, Orange, Ventura and Santa Barbara.

The principal distributors are the California Fruit Growers' exchange, the Redlands Mutual Orange Distributors, the California Citrus union, the National Orange company, Randolph Fruit company and the Redlands associations, and probably the most noted single growers are C. C. Chapman of Fullerton, E. A. Chase of the National Orange company and Mr. Nathan W. Blanchard of Santa Paula.

The approximate amount received by the citrus growers in California from the time of the first shipment east is probably something over \$250,000,000. There is no doubt that the opening of the Panama canal will be of very material benefit to the citrus grower, enabling him to put his fruit in all eastern markets at a much lower price and in better condition, which means a largely increased consumption per capita and will open to a certain extent foreign markets for our best fruit.

Our ideal climatic conditions and the romance attending the growing of the orange and lemon has drawn into the ranks of the citrus grower many cultivated and bright business men from all sections of the world, who have applied the same nervous energy and keen acumen (which made for them fortunes in other lines of business or profession) to the successful growth and the marketing of the orange and lemon.

**Growers Benefit by Exchange.**

The first carload of oranges was shipped from California in 1877, from what is known as the "Wolfskill orchard" in Los Angeles, which were all seedlings. Most of the plantings had been for domestic needs only, but with the completion of the Southern Pacific railway the growing of oranges received a great impetus which was accelerated by the high prices received after the advent of Washington Navls on the market, and the completion of the Santa Fe railway. For the first few years prices were very satisfactory, although very un-

even; some growers receiving from 100 to 200 per cent more than other growers for the same variety of fruit.

In 1885 the shipments amounted to about 1000 carloads, and the marketing conditions were all but unbearable. At a meeting of the growers throughout southern California held in Los Angeles, October 24, 1885, the delegates by a formal resolution recognized the fact that unless some united action was taken for improved methods in the sale of their fruit, they would soon lose their home. They held sessions forenoons, afternoons and nights for several days, which resulted in the organization of the "Orange Growers' Protective union."

The results for the first year were very advantageous, but after an existence of several years the union was finally hammered to pieces by commission men and buyers, who were able to make larger profits by forcing the growers to sell their fruit singly. From the time the union dissolved to 1893 the growers were practically portioned out among the different private shipping firms, none of whom would invade the other's territory. The writer sold his seedlings in 1892 for 10c per box of 70 pounds on the trees, and the fruit cost not less than 50c per box to raise it. At this time and for one or more years previous, certain sections or districts had formed associations in a small way and were marketing their fruit through the officers of the associations. As a rule they received much better results than the individual shipper, which led them to believe that their beginning although small and weak, was along the right line. This step marks the commencement of co-operative marketing of citrus fruits in California.

**T. H. B. Chamblin "Exchange Father"**

Through the work and agitation of T. H. B. Chamblin, who is known as the "Father of the Exchange," the various sections and shippers began to believe that a combination of their interests along co-operative lines would result in better methods of handling and selling their fruit, and enable them to get better results. A mass meeting of the growers was held at Los Angeles in the chamber of commerce August 29, 1893, the expressed purpose of the meeting being "to provide for the marketing of all the citrus fruit at the lowest possible cost under uniform methods and in a manner to secure to each grower a certain marketing of his fruit and the full average price to be obtained in the market for the entire season."

Following this, local associations were formed throughout the principal fruit districts on the basis that the packing of the fruit would be done at cost, and the marketing done through an executive committee composed of one member from each district. This arrangement continued through the seasons of 1894 and 1895 and, while not entirely satisfactory, gave much evidence to the growers as to convince them they were marketing their fruit along the right lines. October 24, 1895, the Southern California Fruit exchange was organized on a purely co-operative basis, with Mr. A. H. Naftzger as president.

The growers organized first under the head of associations and all the associations of one locality formed a subexchange, which had its president, secretary and bookkeepers. Its board of directors was chosen from the representatives of its associations. The representatives of the subexchange, now numbering fourteen, form the directory of the California Fruit Growers' Exchange.

"The associations take the greatest possible care in the picking and the handling of fruit that it shall not suffer any mechanical injury (as upon this will depend the percentage of decay en route), to grade it to accurate sizes and to sort it as to quality with the greatest care, and finally to pack it as tastefully and as solidly as they may without injury to the fruit, shipping it to such points as the sub-exchange directs, and here the association's responsibility ends, though they may take part in deciding, if they so desire, not only as to

the market it shall be sent to, but have the final say as to the sale of it.

During the period of seventeen months, viz., from April 1, 1903, to August 1, 1904, the Southern California Fruit Exchange combined its interests in the sale of their fruit with the principal non-exchange shipping interests under the name of the California Fruit Agency. The net results obtained were not satisfactory to the growers, and on September 1, 1904, the exchange resumed the sale of the fruit it controlled. On March 27, 1905, the California Fruit Growers' Exchange was incorporated, and on September 1, following, succeeded to the business of the Southern California Fruit Exchange.

The California Fruit Growers' Exchange meets weekly and its sessions are very strenuous, every member giving his best thought and effort to the upbuilding of the exchange. The subexchanges meet monthly or semi-monthly. The associations usually meet less frequently. A copy of the minutes of the meeting of the exchange directorate is sent out the same day to each one of its subexchanges and is read to the directory of the exchanges at their first meeting thereafter. A copy of the minutes of each subexchange's meeting is sent to each of its affiliating associations, thus keeping every branch of the business in touch with each other. The head exchange has inspectors at all the principal division points along the main arteries of traffic this side of the Missouri river who make detailed daily reports showing the percentage of decay and general condition of each car and colour of leaving and any information of value in regard to the shipment.

**Ow: Cipher in Business**

The exchange has its own cipher code, which is carefully revised every year or two along lines of its own special business. Every district manager daily telegraphs either to the Los Angeles headquarters or to the general eastern agency at Chicago their sales or offers on fruit and any other information of interests to the Los Angeles sales managers or growers. These telegrams begin coming in, in cipher about 8 a. m. Those coming in early in the day are translated and telephoned to the various subexchanges interested, and in some cases to the associations. Two or three additional clerks begin work at 1 o'clock p. m. in deciphering these telegrams and it is their duty to remain as late as 12 o'clock at midnight in order to get all off he reports.

and telegrams translated and mimeographed in the morning bulletin, which goes out to the exchanges on the 3 a. m. paper trains, so that on the following morning every subexchange and associations may know what was done on the previous day and virtually know the condition and the whereabouts of each and every car they are interested in.

"During the busy season the exchange has from 1200 to 1500 cars each day, either on switch or rolling, so that it is easy to realize that the expense in keeping such close tab is very great, amounting in telegrams alone to from \$5000 to \$7000 per month, during much of the season. The exchange has a separate pigeonhole to receive history cards of each brand or quality of fruit shipped by each of its associations, they being grouped together according to the sub-exchanges to which they belong. Each sub-exchange has separate pigeonholes for each brand or quality of fruit shipped by its affiliating associations.

Each car shipped has its own history card, upon which is entered every particular of interest appertaining to that car, date of shipment, the car number, the exchange and association number, whether under ice or not, by what line routed, the variety of fruit, the number of boxes and the size in each, and all other matters of special interest at date of shipment, and each morning as the bulletins referred to above are received, the additional information therein contained is transferred to that car's special card, so that in a moments time the manager of the exchange or any sub-exchanges can refer to any particular car, tell very closely where it is at that moment and its full history as to sale, diversions and to condition, appearance, decay, etc.

This is a matter of incalculable benefit in handling the cars to the best advantage and enabling the exchange by their right of diversion to keep every market in the country evenly supplied. Notwithstanding all this minute care and expense, the business is so large that the average expense of selling each box is seven cents.

**1909 Citrus Sales Immense.**

A close estimate of this year's business ending August 31, by the California Fruit Growers' Exchange will show the following results: total sale of oranges, 19,000 carloads, of lemons 14,000 carloads; total gross sales reaching \$22,600,000, netting f. o. b. California, \$14,300,000. As illustrative of close tab kept by the officials of the exchange on all its business, its gross sales for the three years preceding the present one amounting to \$51,442,168.61, there was a loss from bad debts of only \$391.45, and on the basis of five per cent for guaranteeing sales formerly charged by the fruit commission men this would show a saving to the exchange growers of \$2,571,716.98.

"One of the great advantages to the grower in joining the exchange is

(Continued on page 8.)

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