

AUCTIONS AID SALES OF FRUIT

California and Florida Deals Increase Tremendously

MR. GEARY TELLS WHY

By Arthur M. Geary
While in Boston, in early June, I learned from the Boston Produce Exchange that the amount of box apples consumed annually in the Hub City had not varied over 15 cars in five years. On the other hand, the consumption of California and Florida fruits which are sold through the auctions, had increased tremendously, although the amounts had varied widely from year to year, according to the size of the crops.

With the purpose of learning why more of the dealers were not using Northwest apples, I went among the jobbers in attendance at the public sales of H. Harris and Company, auctioneers.

Auction Fruits Wanted.
The first dealer interviewed was a member of the firm of Carp Brothers. "We prefer to deal in the fruits that are sold through the daily auctions," he said, "because we know what the other fellows are paying for their fruit. There is no chance of secret discriminations in the public sales."

"Then, too, at the auction we can look over all of the fruit quickly and get the sizes that we want, if we are willing to pay the price. Another reason for our not desiring to deal in apples is that we must buy them from the large receiving jobbers, who are our rivals. They sell apples to us and also sell to our customers if they can."

J. Novitch, a dealer who ships fruit throughout New England, was the next one interviewed. He said:

Won't Buy Apples.
"My firm deals exclusively in auction fruits, and there are a hundred other firms like mine. My firm cannot afford to keep an extra man to spend half a day going back and forth among the stores of the several apple jobbers of the city, as would be necessary if we dealt in apples."

"We handle all fruits that go through the auction—even pineapples, and find that we can get along without buying apples."
The third man was a broker, A. F. L. J., of 46 Clinton street, Boston. A card announced that he was a fruit auction buyer. On the back of the card that he gave me I noted the following quotation from him:

"Box apples grown in the Northwest are sold in Boston by the wagon load. A jobber loads up a wagon with several sizes. You must discount the price of those sizes that you cannot use to advantage. Here in the auction each buyer can get the sizes that he wants. I am willing to pay more for my fruit when I can buy just the grade and size that I need. Some have demand for large fruit and others for different sizes. There are buyers for every size at the auctions."

"Then, too, we can look over all the fruit at one time and at one place and spend the afternoon getting rid of our purchases."
Most of the dealers with whom I talked laid special emphasis upon the need of furnishing regular supplies to the auction. If they began to handle apples, they wanted a steady supply through the auction of high-grade fruits in their prime.

BOSTON IS PEDDLING CENTER.
Peddlers buy fruit at the auction sales in Boston and sell it throughout New England. There are a couple of peddlers who buy \$2000 worth of fruit a week at the Boston sales.
Some peddlers operate a string of wagons.

Commission Men Work at Night.
The work day of the commission men of New York begins at midnight. At this time Greenwich and Washington streets are alive with struggling men and horses hauling loads of produce from the docks.
The same men who buy at the midnight sales on the vegetable docks, later at eight o'clock in the morning buy oranges, bananas, grape fruit, prunes, cherries, pears, lemons and other fruits at the auction sales.

GEARY TO TALK ON AUCTIONS

Oregon Man to Lecture In This City

GROWERS' GOOD IS AIM

Arthur M. Geary, formerly a fruit grower near Medford, will soon give a lecture upon fruit marketing here.
Mr. Geary has just returned from a two years' stay in New York, where he was graduated this May from the Columbia Law School.

While in New York, Mr. Geary wrote market reports for Western papers and kept in close touch with the fruit district along Greenwich and Washington streets. He gave a series of illustrated lectures concerning the Pacific and Columbia River highways. His lectures, coupled with his interest in the markets, attracted the attention of the fruit auctioneers of New York.

In March, the first convention of auction companies of the United States was called for the purpose of raising funds and carrying out a campaign of education among the ap-



ARTHUR GEARY
Who comes to West with mission to fruitgrowers

ple growers of the Pacific Coast, which are the only fruit raisers on the Pacific seaboard who do not sell all of their fruit which is marketed in the sixteen or seventeen largest cities of the country through the medium of auction sales.

Mr. Geary Makes Campaign.
The American Fruit and Produce Auction Association, which was formed at this meeting, asked Mr. Geary to visit the other principal cities of the United States, where auctions are found and prepare himself thoroughly concerning the auction system as it is now operating in this country and later to come to the Coast with lantern slides to give illustrated lectures.

Mr. Geary is an Oregonian of the second generation, both his father and mother having been born in the Willamette Valley.
He was graduated from the University of Oregon in 1910. At the commencement exercises he won the Beckman prize of one hundred dollars for oratory.

Twice Manager Orchard.
After his graduation, Mr. Geary managed his father's orchard near Medford for a couple of years. Later, he became graduate manager of student activities at the University of Oregon. While employed at the University, he began the study of law. Attendance at a Summer session of the University of California and two Winter terms and a Summer session at Columbia University completed his course in law.

Next Fall Mr. Geary plans to begin the practice of law either in Portland or New York.

New York Is Great Market.
New York and Liverpool are the two greatest fruit and vegetable markets in the world. Buyers from New Haven, New Rochelle, Jersey City, Hoboken, Brooklyn, Newark, and a dozen other cities, attend the daily sales of the fruit auction companies on Erie Pier, where all the fruits from the Pacific Coast sent to New York, are sold. Seven and a half million people form the inhabitants of Greater New York. If the local market is flooded there is always the opportunity of shipping to Europe, South America and South Africa, if the fruit is in good condition.

To Create a Vacuum.
If you have ever worked in a physical laboratory you probably have seen a vacuum receiver and learned how difficult it is to create a perfect vacuum even with this instrument.

A vacuum can be created in a single way by using two drinking glasses, a small candle and a piece of blotting paper. The glasses must be the same size and of the thin glass kind. The candle end is lighted and put into one glass, the blotting paper is well dampened and placed on top of the glass, the other glass inverted and its rim placed exactly over the lower one and pressed down tightly. The candle will burn up all the oxygen in the glass and go out.

The air in the glass, being heated, will expand, and some of it will be forced out from under the moist paper; then as the portion remaining cools it will contract and draw the upper glass on the paper and create an air tight joint. The upper glass can be taken up and the lower will cling to it.—Kansas City Journal.

Fire Lands.
The phrase "fire lands" originated in a passage of early history, which also gave rise to the term "western reserve." After the Revolutionary war, when the colonies consented to cede their claims to western lands to congress, Connecticut reserved from her cession a tract embracing a large part of northern Ohio. The tract thus reserved included the present counties of Trumbull, Geauga, Portage and Ash-tabula and became known as the western reserve. It was settled chiefly by emigrants from Connecticut and was sometimes called New Connecticut. In promoting the settlement of the land Connecticut reserved half a million acres from the western end of the tract for bestowal upon her citizens who had suffered losses during the war, and the lands embraced in this special reserve were called "sufferers' lands" and later "fire lands," because most of the sufferers had been losers by fire. In early times the phrase "fire lands" was sometimes used in deeds in describing the location of land in the tract referred to.—Philadelphia Press.

Love of Money.
The love of money can hardly be the root of all evil, for it is only one perverse passion out of many. But there is a kind of decorum about money which makes the love of it peculiarly dangerous, since it conceals from the lover the nature and effects of his passion. If a man wants too much food, he is evidently greedy. If a woman wants too many clothes, she is evidently vain. But money is not a thing, like clothes or food, that can be enjoyed by itself. It is only a means of getting things that can be enjoyed, and so greed for money is not a direct greed, but indirect. It is a civilized means of conducting the struggle for life, which to a great extent conceals from those who use it the ugliness and the animal nature of that struggle. It is, in fact, a kind of diplomacy, politely conducted, behind which there is war. But the diplomats often do not see the war.—London Times.

Chesterfield on Toothbrushes.
When did the English first adopt the toothbrush habit? In "Esmond" Thackeray makes Lord Castlewood spend "a tenth part of his day in the brushing of his teeth and the oiling of his hair," and in doing so the novelist commits a double anachronism. During the first half of the eighteenth century all fine gentlemen wore wigs and had no use for oil on their hair, while the toothbrush was so late as 1754 unknown to Lord Chesterfield. Writing to his son, Chesterfield says: "I hope you take great care of your mouth and teeth, and that you clean them well every morning with a sponge and tepid water, with a few drops of arquebuse water dropped into it. I do insist upon your never using those sticks, or any hard substance whatever, which always run away the gums and destroy the varnish of the teeth."—London Graphic.

Porpoise Jaw Oil.
Practically all the porpoise oil used in this country, even if not in the world for lubricating watches and other delicate instruments is made near New Bedford, Mass., which many years ago was important as a whaling port. The product is taken from the jaw and certain other parts of the animal, which is caught especially for this purpose. When the industry was in its infancy whalers were depended upon to supply the porpoise, but now the manufacturers maintain a fishing department, which follows the schools of porpoise migrating along the coast and furnishes a continual supply of them. The history of the New Bedford industry reaches back to the early part of the nineteenth century to a watch tinker who regulated and cleaned the timepieces of the whalers.—Popular Me-

Notice To Creditors.
IN THE COUNTY COURT OF THE STATE OF OREGON, FOR JACKSON COUNTY.
In the matter of the estate of Mary Geiger, deceased.

Notice is hereby given that the undersigned, by order of the County Court of Jackson County, State of Oregon, has been duly appointed and is now the duly qualified and acting administrator of the estate of the above named decedent.

All persons having claims against said decedent or her estate are hereby notified and required to present the same duly verified with proper vouchers, to the undersigned administrator at his office in Jacksonville, Jackson

County, State of Oregon, within six months from the date of this notice.

Date of this notice and of the first publication thereof is July 31, 1915.
CHARLES PRIM,
Administrator of the estate of Mary Geiger, deceased.

Summons.
IN THE CIRCUIT COURT OF THE STATE OF OREGON, IN AND FOR THE COUNTY OF JACKSON.

Frank W. Sexton, Plaintiff,
-vs-
Margaret Sexton, Defendant.

To Margaret Sexton, the above named defendant:
In the name of the State of Oregon You are hereby required to appear and answer the complaint filed against you in the above entitled Court and cause, on or before six weeks from the date of the first publication of this summons, said first publication being on the third day of July 1915. And you are hereby notified that if you fail to appear and answer said complaint, for want thereof the plaintiff will apply to the above entitled Court for the relief demanded in said complaint, to-wit:

That the bonds of matrimony heretofore and now existing between plaintiff and defendant be dissolved, and that the plaintiff be released therefrom and for a decree of this Court forever annulling and dissolving the said bonds of matrimony, and for a decree of absolute divorce from the defendant herein. For such other and further relief as to this Court may seem just and equitable.

This summons, by order of Honorable F. L. TouVelle, Judge of the County Court of the State of Oregon, in and for Jackson County, regularly made in open court in Jacksonville, Oregon, on the 26th day of June 1915, is served upon you by the publication thereof for a period of six successive weeks in the Jacksonville Post, a newspaper published regularly once per week at Jacksonville, Oregon, and of general circulation in said County and State, the date of the first publication of this summons being on Saturday July 3, 1915, and the date of the last publication thereof being on the 14th day of August, 1915.

NEWTON W. BORDEN,
Attorney for Plaintiff.

Notice of Sheriff's Sale.

Hans J. Holmer, Plaintiff.

-vs-
D. B. Russell and Altha H. Russell, his wife, and Albert Hill, male defendant upon order of Court, Defendants.

By virtue of an Execution and an Order of Sale duly issued out of and under the seal of the Circuit Court of the State of Oregon, in and for Jackson County, dated the 8th day of July 1915, in a certain cause therein, wherein Hans J. Holmer as plaintiff in the above entitled case on the 5th day of June, 1915, recovered a judgment and decree against the defendant D. B. Russell and Altha H. Russell, his wife, or the sum of Ten Thousand Six Hundred (\$10,600.00) Dollars, with interest thereon from the 21st day of July 1913, at the rate of 8% per annum, and including decree for the sum of \$202.08 taxes for 1913, paid by plaintiff, with interest thereon at the rate of 8% per annum from February 9, 1915, and \$64.53 taxes for 1914, with interest from March 31st 1915, at 8% per annum until paid, and \$1000.00 attorney's fees and the further sum of Eleven (\$11.00) Dollars costs, which judgment and decree was enrolled and docketed in the Clerk's office of said Court in said County, on the 5th day of June, 1915, a dis of record in Volume 23, of the Circuit Court Journal at pages 58 & 59.

Public notice is hereby given, that in compliance with the commands of said Execution and Order of Sale I will on Monday the 9th day of August, 1915 at the hour of 10 o'clock A. M. offer for sale and will sell at public auction to the highest bidder for cash, subject to redemption as is by law provided all of the right, title, and interest that the defendants D. B. Russell and Altha H. Russell, his wife, and Albert Hill had on the 12th day of August 1913 or have since acquired in and to the following described real property, situated in Jackson County, State of Oregon, and being more particularly described as follows, to-wit:

The Northwest quarter of section 13, Township 35 South Range 2 West, and the Northeast quarter of Section 13, Township 35 South, Range 2 West, and the West half of the Northwest quarter of section 18 Township 35 South, Range 1 West of Willamette Meridian, situated in Jackson County, Oregon.

All of the above described real property will be sold at said time and place in the manner provided by law for the sale of real property under execution foreclosure to satisfy the judgment, costs, attorney's fees and the accruing costs of this sale.

Dated this 8th day of July, 1915, at the office of the Sheriff in the Court House at Jacksonville, Oregon.

W. H. SINGLER,
Sheriff of Jackson County Oregon
By E. W. WILSON,
Deputy.

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Change in Southern Pacific Time

Table.
Effective January 17, 1915.

NORTH BOUND TRAINS.	
14 Portland Passenger.....	8:20 A.M.
16 Oregon Express.....	5:20 P.M.
12 Shasta Limited.....	2:17 A.M.
Extra fare train.	
SOUTH BOUND TRAINS.	
13 California Express.....	10:45 A.M.
15 San Francisco Express.....	4:00 P.M.
11 Shasta Limited.....	3:30 A.M.
Extra fare train.	

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