

# LEMONS SELL AT AUCTION

Honest Pack Wins Better All-Around Prices

## CALIFORNIA BRAND WINS

By Arthur M. Geary  
The Sicilian lemon importers of New York, New Orleans, Boston and Philadelphia are feeling keenly the competition of the lemons raised in California.

The brokers who have been accustomed to sell to customers in all parts of the United States have had their field of activity pushed eastward until now they find themselves competing with the California shippers in the ports of entry from Europe.

Both the Sicilian and California lemons are sold at auction in the large cities. In New York the California shippers have the advantage of being able to display all of their fruit upon Pier 20, which is in the center of the wholesale fruit section of New York.

### Lemons Sell in Auctions.

On this pier, eight hundred feet in length, the fruit from California and the Pacific Northwest, upon its arrival, is displayed for the inspection of the buyers, who after marking the prices that they think each group of boxes is worth, assemble in one of the auditoriums above the dock for the auction sale and compete with their business rivals for the amount needed to supply their customers.

The lemons from Italy, on the other hand, arrive at whatever dock the vessel bringing them discharges its cargo. As these docks are at a distance from the fruit markets it is necessary to bring samples of each line to the large display room furnished by the fruit auction companies in the Fruit Trade building.

After examining the samples the buyers bid for the fruit in one of the three auditoriums on the second floor of the Fruit Auction building.

### Californians Plain Wrapped.

The Sicilian lemons are wrapped in tinselled paper, while the California lemons come in plain wrappers marked by some distinctive brand.

The California lemon is growing in popularity among the trade, although the Sicilian lemon is considered the better keeper. As the California lemon orchards become older, it is the belief of experienced fruit men that the keeping qualities of the California lemons will improve.

The Californians also have the advantage that comes from being known as honest packers. The trade need not discount for any hidden defects of the pack that are sometimes found in the packs of foreign shippers in paying the price upon a line that is displayed for sale.

### New York Auctions Sell Eighteen Cars of Apples.

According to the books of the three New York Fruit Auction Companies, eighteen cars of Northwestern box apples, fifty-four hundred and eighty-nine cars of California Citrus fruits, fifty-four hundred and fifty-four cars of California deciduous fruits and thirty-one hundred and eighty cars of Florida oranges and grape fruit were among the fruits sold at auction in New York, last year.

### Kansas City Sells Direct.

The Kansas City Auction Company is the only member of the American Fruit and Produce Auction Association that receives consignments direct from the growers. The other auction companies insist upon the growers dealing through some association or independent agent.

### Auction Is Strong At Cincinnati.

The United Fruit Auction Company of Cincinnati, Ohio, sells \$1,000,000 worth of fruit annually. Local concerns in Cincinnati do no business practically during the auction sales.

Cincinnati supplies a territory of five to six hundred miles with a population of about 600,000 people.

### Nova Scotia Sells High.

The "United Fruit Company of Nova Scotia, Limited" sold 400,000 barrels of apples at auction in England during last season. The average price at the Liverpool auction was \$3 a barrel. The prices received for barrel apples in this country averaged under \$2.

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**AUCTION INFORMATION**  
 Information and data concerning the fruit auction companies of the Eastern cities can be obtained by addressing Arthur M. Geary, 643 Holly Street, Portland, Oregon.  
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# BIG JOBBERS ARE FIGHTING AUCTIONS

Complain About System Started In New York

## SQUARE DEAL NOW SURE

There has been considerable ado in the New York papers about the establishment of auctions for barrel apples this fall. After a commission, headed by Horace Bruce, made a thorough investigation of the different marketing systems of New York City, the Agricultural Department of the state went on record in favor of the auction system as giving the greatest net returns to the growers.

In the circular letter which Commissioner Dillon mailed to the growers, charges were made against the jobbers. These charges were used as the base of a complaint against Commissioner Dillon to Governor Whitman. The letter in part is as follows:

### Auctions Only Medium Sure.

"The New York State Department of Foods and Markets is making arrangements to open a free auction market in the City of New York which will establish an honest price for New York State apples for every day from October 1st to the close of the season. Every day during the season it is proposed to auction apples in the heart of the city's apple market.

This will establish the price for New York State apples. No commission house will dare return less than the auction price to the shipper. There will be protests and attempts at manipulation for a short time, but ultimately all apples in the New York market will be sold at auction, and you will get more money for them.

### Square Deal Sure.

"These apples will be sold in the morning, and an account of sales, with check, will be on the way to the shipper before night. The auctioneer will be licensed by the Department, and a representative of the State will take a record of every sale. The returns will be official. For the first time in the history of the State, apple shippers will be sure of a square deal in the New York market.

"One of the essentials of a successful auction market is a steady apple supply during the season. Buyers must know that the goods will be there and that the sale will take place. To accomplish the desired results it will be necessary to have absolute control of 800 carloads of graded apples. They may be either boxed or barreled, and graded under the State law. To make the market a success and get the right prices from the start, the trade must know that the supply will be regular and sure."

# AUCTIONS SELL LOTS OF FRUIT FOR CASH

By Arthur M. Geary

Of the total annual sales of over \$15,000,000 worth of fruits sold in the City of New York at auction, three or four million dollars worth of fruit are bought during each year at the public sales held by the auction companies of New York by the so-called "cash" buyers who consist mainly of the push-cart peddlers. All of the buyers who have no financial backing are required to pay cash for the fruit bought, before they can take it from the piers.

Many of these "cash" buyers are registered in the books of the auction companies as Jimmie the first, or Jimmie the eleventh, Louis the first or Lefty and so on. As their names are often impossible of pronunciation, even for a glib auctioneer, a cash buyer is rechristened when he is awarded his first bid at a public sale. If the name has a Jimmie sound in it, the auctioneer places him among the numerous Jimmies and henceforward he has but the one name in his dealings with the auction companies. His friends often adopt it and the great multiplicity of consonants with which his parents endowed him are lost to the American world.

The push-cart salesman who occupies the back seats in the auditoriums where the public sales are held each morning, serve a very useful function. They sell everything from potatoes to bananas, according to the season. If oranges fall a little low, the push-cart buyers go in heavy for oranges and by increasing greatly the consumption, soon relieve a glutted market.

As soon as these enterprising forgers get a little money ahead they procure other push-carts and before long have a whole string of them on the streets. When a push-cart salesman has progressed to the point that he hires others, he often does the buying at the public sale room. Single push-cart owners hire brokers to attend the sales for them.



**Don't Rip Van Winkleize This Town, Mr. Citizen**  
**MONEY TALKS!**  
 Make it talk loud enough to wake the town up. This town will not go to sleep if you spend your money here.  
 Read the bargains in your home paper.  
**WAKE UP!**

### Notice For Publication.

DEPARTMENT OF THE INTERIOR, U. S. LAND OFFICE at Roseburg, Oregon, August 31, 1915.  
 NOTICE is hereby given that George W. Herrick, of Applegate, Oregon, who, on December 12, 1908, made Homestead Entry, Serial No. 02902, for Lots 1 and 2 of Section 22, Township 38 S., Range 4 West, Willamette Meridian, has filed notice of intention to make Final Five-year Proof, to establish claim to the land above described, before G. A. Gardner, Clerk of the County Court for Jackson County, at Jacksonville, Oregon, on the 11th day of October, 1915.  
 Claimant names as witnesses, Fred B. Benedict, of Applegate, Oregon; W. E. Hoody, of Applegate, Oregon; Robert Boyd, of Applegate, Oregon; John W. Pernoll, of Applegate, Oregon.  
 J. M. UPTON, Register.

### Notice of Final Account.

IN THE COUNTY COURT OF THE STATE OF OREGON, FOR JACKSON COUNTY.  
 In the matter of the Estate of James Hards, Deceased.

Public notice is hereby given that the undersigned has filed in the County Court of Jackson County, State of Oregon, the final account of her administration of the estate of James Hards, deceased, and that said court has fixed Monday, October 11th 1915, at the hour of 10 o'clock A. M. of said day, at the Court room of said Court, at the County court house in Jacksonville, Jackson County, State of Oregon, as the time and place for the hearing of objections to said final account and for the settlement of said estate.

All persons interested in said estate are hereby notified and required to make or file their objections to said final account, if any they have, on or before the time aforesaid, fixed for the hearing and settlement thereof.

Date of this notice and of the first publication thereof is September 11th 1915.

MAMIE C. HARDS WALTON, Administratrix.

### Notice of Final Settlement.

IN THE COUNTY COURT OF THE STATE OF OREGON, FOR JACKSON COUNTY.  
 In the matter of the estate of A. E. Helms, Deceased.

Public notice is hereby given that the undersigned has filed in the County Court of Jackson County, State of Oregon, the final account of his administration of the estate of A. E. Helms, deceased, and that said court has fixed Saturday, October 9, 1915, at the hour of 10 o'clock, A. M. of said day, at the court room of said court, at the County court house in Jacksonville, Jackson County, State of Oregon, as the time and place for the hearing of objections to said final account and for the settlement of said estate.

All persons interested in said estate are hereby notified and required to make or file their objections to said final account, if any they have, on or before the time aforesaid, fixed for the hearing and settlement thereof.

Date of this notice and the first publication thereof is September 11, 1915.

O. P. HELMS, Administrator of the Estate of A. E. Helms, Deceased.

### RESTORATION TO ENTRY OF LANDS IN NATIONAL FOREST.

NOTICE IS HEREBY GIVEN THAT the lands described below, embracing 200 acres, within the Crater National Forest, Oregon, will be subject to settlement and entry under the provisions of the homestead laws of the United States and the act of June 11, 1906 (34 Stat., 233), at the United States land office at Roseburg, Oregon, on November 15, 1915. Any settler who was actually and in good faith claiming any of said lands for agricultural purposes prior to January 1, 1906, and has not abandoned same, has a preference right to make a homestead entry for the lands actually occupied. Said lands were listed upon the applications of the persons mentioned below, who have a preference right subject to the prior right of any such settler, provided such settler or applicant is qualified to make homestead entry and his preference right is exercised prior to November 15, 1915, on which date the lands will be subject to settlement and entry by any qualified person. The S<sup>1/2</sup> S<sup>1/2</sup>, Sec. 26, T. 33 S., R. 1 W., W. M., 160 acres, application of Ira Dunlap, Trail, Oregon; List 6-1734. The NW<sup>1/4</sup> NE<sup>1/4</sup>, Sec. 18, T. 34 S., R. 2 E., 40 acres, application of H. L. Van Dermark, 791 W. 11th St., Medford, Oregon; List 6-1748. August 27, 1915. C. M. BRUCE, Assistant Commissioner of the General Land Office.

**POLK'S OREGON and WASHINGTON Business Directory**  
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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.....3:20 A.M.  
 Extra fare train.

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