

is not new; for such provisions have not been included in contracts with growers in the past. This feature be-comes profinient only for the reason that paskeys have insisted upon an ar-bitration clause in their favor in con-tracts with Eastern buyers and have made a most stringent contract for growers to sign, but have omitted any arbitration clause arbitration clause.

tion has neither borns nor claws nor a stinger in its tail," said H. S. Gile today in talking of the recently organtoday in talking of the recently organ-ized prune packers' combine. "We have done exactly what the prune packers of California have done and for the same purpose. There is no need for anyone to be alarmed about it. We found, as did the packers of Cali-fornia, that we must organize and stand together in order to get from the Eastern jobbers what we believe to be a fair dual in the sale of our the Eastern jobbers what we believe to be a fair deal in the sale of our product, and in order to compel the prune grower to deliver us fruit of suitable quality. California packers are now engaged in a contest with the Eastern jobbers over the forms of con-tract they have adopted and I presume we shall have one also.

Northwest was that the Eastern buy-ers have been Insisting upon a dis-count of 1½ per cent for what they call cash, which means a reduction of \$20 a car on the price we receive for prunes, and we wait 45 to 60 days for the money. We have resisted the al-lowance of this discount, but the buy-ers were becoming so persistent that we found that we must organize in or-der to make a successful fight.

Then, too, we have found that organ-ization and the adoption of a uniform buying contract is necessary in order to compol the growers to cure their fruit properly before delivering it. For the protection of the reputation of Oregon fruit it is essential that packers be placed in a position to insist upor thorough drying of primes before de-livery. The new form of contract, which all packers have agreed 16 use ind which all growers must sign, it they sell by contract, gives the pack-ers the power to enforce a thorough

tracts are the ones deemed most im-partant by Mr. Gile, who is head of Use firm of H. S. GUe & Co., and also head of the Willamette Valley Prune Association, Mr. Gile is secretary-ireasurer of the new Northwest Pack-ers Association, of which organization ers Association, of which organization d. T. Brunfield, of Mason, Ehrman & Co., is president, and W. C. Tillson, of Salem, vice-president. The board of directors of the packers' combine is composed of J. T. Brumfield, H. S. Gile, W. C. Tillson, E. L. French, of Myrtle Creek, and I. Lang, of Portland Every prune-packing house in the Northwest is in the combine.



