

AT HAND AND GREAT

WORK BEING PLANNED

It is now time to commence work on

your fruit trees by pruning and spray-

We have so little good spraying weather in the spring that we can not afford to let a day go by without taking

APPROACH OF LENT

Union Meat Co.

Union Meat Co. 1 Union Meat Co. 1 LAMBS

Sun Dial Ranch 229

Inion Meat Co.

obert Starkwether

CAUSES WEAKNESS

(Continued From Prededing Page)

WETHERS

EWES

STEERS

BULLS

. 232

Wednesday Morning

HOGS

EWES

Thursday Morning Sales.

STEERS

HOGS

EWES

LAMUS

Friday Morning Sales.

CONSIDERATION IN

(Continued From Preceding Page.)

with cooperation between the growers on the one hand, and cooperation within the trade on the other, while desirable in themselves, but without inter-coop-eration between the two, will only carry the system of necessities to a certain extent and fall in a material sense of reconciling the entire situation.

reconciling the entire situation. Now, there are certain fixed princi-ples upon which the successful distri-

going to seriously hamper your ions in preparing the remainder of fruit for the market, and may result

GOOD FRUIT FIRST

hution

28

Carstens Packing Co......9 HOGS

. 53 Thursday Afternoon Sales.

..... 75

**********25

Tuesday Afternoon

IN NO. PORTLAND

104

Ave. Ibs

1080

1880 1860

71

101

1280

81 81

967

\$8,10

\$5.10

Price

\$6,75 6.40 6.35 6.00

\$8.60 6.60

\$3.00

\$4.00

\$7.80 7.00

7.55 7.55 7.35 6.55

\$5.25

Movement of Metal Abroad Is Greater Than Expected-Even France Is Hoarding-Political Situation Factor.

By Benjamin B. Bryon.

attord to let a day go by without taking advantage of it. There are two inspectors in the field this spring and if men who do spraying will communicate with them we can send them to people who want that kind of work done. Call phone Wood-lawn 1761 or Tabor 503. We intend to look after the spraying of treas during Tebragary and March of trees during February and March, and if we find old trees that the owner and if we find out tress that the owner does not take core of, we will take steps to have them cut down. For spraying at this time of year use lime and sulphur solution, diluted to eight gallons of water to one of solu-tion. J. E. STANSBERY, Fruit Inspector for Multhomah (Gounty.

By Benjamin B. Bryon. New York N. Y., Feb. 1.—The gold export movement, the same so far hav-ing assregated \$17,500,000, appears to have attracted the greatest comment recently, aside, of course, from political onsiderations both domestic and for-eign, which have been discussed from hearly every angle with out definite conclusions being fostered. The appears however that the inter-vention of the powers in the Balkan-truke affair will within a relatively about time been from the Balkan-truke affair will within a relatively about time been from the Balkan-truke affair will within a relatively about time been from the Balkan-truke affair will within a relatively about time been for the powers of the bet the stations peace envoys were to be taken might ensue as the character of diplo-macy recently indulged in which has might be termed "Diplomatic pre-tarions."

might be termed Diplomatic pre-tences." Continental markets still seem to be under rather heavy strain, the Bank of England having maintained its discount rate, the same being the highest at this period in the last decade with the ex-ception of 1907, and then the Bank of France, despite heavy receipts of gold from this side, reported in its last statement a net loss of yellow metal which apparently signified that the hoarding which has been in progress in France for some months has not as yet reached its culmination. The fact that many foreign nations will have to enter the market in the near future for finan-dial accommodations has tended to as-gravate conditions at European finan-dial marts, especially as investors, and cial marts especially as investors, and large institutions will probably refrain from entering the market for issues of fixed maturities until the war clouds have disappeared and the danger of complications thus at least temporarily eliminated

eliminated. Despite all of the foregoing, however, it may be said that sentiment in do-mestic circles has undergone a change for the better, seemingly as a conse-fuence of the suspension of hearings by the money trust inquiry and also by the relative absence of Sun Díal Ranch106 quence of the suspension of hearings by the money trust inquiry and also by the relative absence of discussion on political topics, hav-ing a direct bearing on the com-mercial community. Of course, such cheerfulness as is in evidence is tem-pered by the forthcoming legislative programme, but on account of the fact that the problems surrounding an ad-justment of tariff schedules have been debated at such great length in the past that the community appears dis-Union Meat Co. Carstens Packing Co..... Union Meat Co..... Carstens Packing Co..... denated at such great length in the past that the community appears dis-posed to temporarily regard same as a factor, having greatly spent its force in so far as it is possible to estimate in the absence of definite indications as to just what the extent of a revis-ion on important set items is likely to Sterrett-Oberlee

be. Advices suggest that satisfactory is progress is being recorded in conjunc-tion with the dissolution suit of the Union Pacific, and then, too, the fact that the supreme court will take a re-cess after its session on Monday has created an impression that the long ex-pected decision in the Minnesota rate case will be handed down on that day, as it has been argued that both the Standard Oil and tobacco decisions were rendered just before recesses, though admittedly the logic of such reasoning applies rather to the substance than the form of our highest tribunal's in-Severe-Weed Severe-Weed Union Meat Co. 90 Union Meat Co. 96 Union Meat Co. Union Meat Co. applies rather to the substance than the form of our highest tribunal's in-Union Meat Co. Union Meat Co. clinations

Range of New York prices furnished by Overbeck & Cooke company, 216-217 Board of Trade building,
 Thursday Afternoon

 HOG@

 Buyer,
 No.

 Frye & Co.
 89

 Frye & Co.
 81

 Frye & Co.
 102

 J. C. Lonergan
 79

 Sevier & Weed
 10

 Prye & Co.
 91

 Frye & Co.
 91

 Frye & Co.
 10

 Frye & Co.
 91

 Frye & Co.
 2

 Frye & Co.
 2

 Frye & Co.
 4

 Friday Mornine B
 5
 tity. The principal moment your product is packed and by to ship it starts to deteriorate. Will continue to do so as long as will continue to do so as long as will continue to do so as long as

quirements of their custom. Their nec-essities call for definite knowledge of essities call for definite knowledge of what they can buy in advance of the shipping season, the price at which they can buy it, and the dependence on which they can rely for its shipment. Where the product is of staple or specialty character, they depend on their efforts to be able to create a trade for it, and very often they have an established trade waiting for it. If they cannot rely on these conditions, you cannot ex-pect them to have any interest in your product, but they will turn their atten-tion to some other product, perhaps of the same general character, and per-haps of a different character, but in any event it will most likely be a com-petitive one. Regularity and depend-ence of supply with the trade, there-fore, is every bit as essential to them as it is for you to have a regular out-let, but you must bear this fact in mind, that sometimes, especially in the case of a product like apples, local condi-tions might make it impossible for some of the trade to take your boxed apples, at certain stages of the season, where, for instance, there is an unusually large quantity of local apples or other fruits tributary to their local market. In those cases you must depend on having other outomers in other mar-kets, on whom you can rely with more or less certainty to buy supplies of your product, and their cooperstion with you at such times will be inval-uable. You must, in the final analy-sis of things, be in touch with the trade in all markets, and you can only do this through a system that will enable you to keep your output before them all, at all times. Demand, under those conditions, becomes to a certain ex-tent, automatic. To depend upon a limited trade, in limited markets, as an outlet for your product year after year, is a policy that is inherently wrong, and in every way surrounded with the possibilities of unprofitable resuits, because there are too many factors in the situation to be reckwhat they can buy in advance of the

in his protection as you ex-m to have in yours. You can pect him to have in yours,

ready to ship it starts to deteriorate, and will continue to do so as long as it is kept in your hands. It is necessary for that reason alone, and that is a strong reason, that you arrange to ship the fruit as quickly as possible after if is picked. It is at its best physical condition at that time, and it is natur-ral that when it is, it is at its highest physical value. You must be in position, for these reasons, to estimate your crops at va-rious times in advance of harvest, not only in total quantity, but the quan-tity of each variety, as well as the pro-portions of grades and sizes that they promise to yield. As the season ad-vances, and the fruit develops in color and size, estimates of this kind can be made more accurately, so that within six weeks or one month before picking time, your estimates should be com-plete and reliable to a very large de-gree. That gives you your first op portunity to offer your output to the trade, and that is when you should first offer it to them at definite prices, and on the basis of definite specifications. **Regular Suppy Necessary.** The trade itself depends on a regu-lar supply in order to meet the re-

ar supply in order to meet the re-

esults, because there are too many actors in the situation to be reckfactors with the trade depending upon certain With the trade depending upon certain or different sources for their supply, you must give them an opportunity to buy. You should seek to conform yourselves as far as practicable to their necessities and practices, to the same extent as you expect them to conform extent as you expect them to conform to some of yours. You must make the trade a cooperative partner and not an enemy or an indifferent factor in the business and that is one of the fea-tures that practical cooperation will work out to a degree that will be in-valuable. One of the mistakes that the valuable. One of the mistakes that the producer so often makes is to figure that the sole object of the trade is to get the best of him. That is wrong. There are two sides to that matter, as there are to all things. The trader is engaged in as legitimate business as you are, and you must have as much

rely upon him to the same extent that he can rely on you. He depends upon a strictly reliable product and if he

than 50 per cent of it would have read-ily sold at prices when would have averaged not less than 25 cents a box more than the prevailing prices at time of shipment, and we all know that there has been a tremendous decline in prices since that time. The differ-ence between possibilities and final re-sults is therefore an enormous one, in dollars and cents. dollars and cents.

Proper Selling Method. The correct principle of selling the

northwest apple crop is, therefore, in the judgment of the leading fruit experts in the country, the adoption of the same methods under which almost every other article or merchandise is sold. But the semi-perishable nature of the apple seems to justify these methods to even a greater extent than in the case of articles that are not perishable. This principle is outright selling, which is known in fruit lan

ismalle, This principle is outright selling, which is known in fruit lan-guage as the f. o. b. system. It means that the fruit, like ordinary merchandise, is sold at a certain price at shipping point, and that the buyer as-sumes all risks of transportation and general safety of the fruit at the time and place of shipment. From the pro-ducer's standpoint, this assures him the greatest amount of physical safet; with the least amount of risk. Up to the time of shipment he has taken a very heavy risk in growing the fruit, and his further risk after it is grown and packed ought to se limited to the time and place where the product actu-ally leaves his hands, and that is when it is loaded in the railway car. His responsibilities should naturally cease with its production in correct form, and its loading into the car in the most acits loading into the car in the most ac-ceptable condition for the requirements of the market. The product also has its highest intrinsic value at shipping its highest intrinsic value at shipping point, that is to say, as quickly as pos-sible after it is picked. At no other point is the producer in position to guarantee the proper condition of the fruit, as he is at shipping point, and if he has been careful enough in its growing and packing, he certainly should be in position to guarantee a reliable product there and then. The moment the fruit is out of sight of the producer, he cannot either physically

moment the fruit is out of sight of the producer, he cannot either physically determine or make any statement as to its condition. A thousand things could happen to it. The producer should al-ways remember that all fruit starts to deteriorate the instant it is picked, and the quicker he passes the risk of its further condition into the ownership and keeping of some one else who is per-fectly willing to buy at, the better the producer's interests are protected. The other, and it is often regarded as the most important advantage, that the f. o. b. or direct selling system has, is that or direct selling system has, is that o. or direct selling system has, is that the producer knows exactly what the fruit is sold for, and that it practically means the sale of his grop for cash, be-cause under average conditions he is in possession of the cash 30 days after it is loaded in the car. After that time he is earning interest on his money, instead of having to pay interest on it.

Regarding P. O. B. Selling. What is true with respect to the fruit what is true with respect to the fruit being worth more to the producer at shipping point, is equally true with re-spect to the buyer. It is worth more money to most buyers at point of ship-ment, because when the ownership of the car is vested in him at shipping point, it has before it the longest range of operating action according to the of operating action according to the buyer's necessities. He has all the way from eight to about 20 days to plan for the quick distribution of the fruit to the consumer. The successful merchant today has the trade waiting for a supby of perishable fruit, and the delivery of it is made in such a way that there is no lost motion or time in getting the fruit in the hands of his customers. The better its condition on arrival the better satisfaction it gives to the con-sumers. The prompt shipment of the

fruit from producing district insures, under normal conditions, the product arriving at destination in the best of condition. Therefore, the buyer, who depends on moving fruit in order to take care of waiting trade, naturally wants it when it is at its best condition. In order to buy fruit for quick shipment

after packing, the buyer must arrange for it in advance of its being packed. On arrival of the fruit at destination delivery is made direct from the car to the consumer, and this enables the most economic distribution. It saves the ex-pense and the necessity for rehandling, and that is in favor of the fruit because

after arrival, and some of it, according to its keeping qualities, is put into cold storage. Northwest apples that are in-cended for immediate consumption are usually of the early varieties, and these may be shipped under ice or not: in any event their very nature demands that they be in the very best condition at the time of shipment, and their ar-rival in the markets. The storage fruit must be in equally good condition. The storage of fruit under ice is a scientific proposition, and is more complex in its requirements than is generally sup-posed. The fundamental principle of proper cold storage is that the fruit must be at its maximum physical con-dition when placed in storage in order to assure maximum results. Correctly handled, it should be gotten under ice within the shortest possible space of time after being packed. That is true with all varieties, but especially so in the case of the softer ones. The refer-ence to these conditions clearly shows that the interests of the buyer make it desirable for him to buy the applets at the earliest stage in the season. He realizes that in order to get them at their best condition he must buy them before they have left the trees, and he is usually prepared to enter into deal-ings with the producer accordingly. In 229 different markets.

before they have left the trees, and he is usually prepared to enter into deal-ings with the producer accordingly, in order that he may arrange for his sup-plies without uncertainty or question as to their condition. It is apparent that the person who has-his money tied up in the fruit is the one who is going to apply to it the most extraordinady effort to fully protect its condition under all circumstances. The quick transfers of ownership from the producer to the buyer is therefore a

The quick transfers of ownership from the producer to the buyer is therefore a very desirable condition for the pro-ducer. The quick purchase by the buyer in order to assure himself of a product of the greatest physical value, as well as to protect his own interests in his particular market, is an equally de-sirable condition to him. Certain conditions are indisputable in the fruit business. Its greatest physical and intrinsic value is at shipping point, for the various reasons that have been gone into, and its lowest intrinsic value is at the point farthest from shipping point, where it is standing unsold. where it is standing unsold.



shipment, but it caters to the entire trade and still has all other methods of distribution to fall back upon where necessary.

The principal advantages that the f o. b. system offers the fruit grower

are: It is based on the necessity for close cooperation between the sales depart-ment and the members, and therefore results in the uplifting of local associa-tions to the highest possible degree in

efficiency. It promotes the cooperation between districts to an ideal extent, and yet pre-serves the integrity and individuality of each. It offers a definite product to the

markets and by the application of uni-form methods on part of its members that are demanded by good business principles, quickly earns the confidence of the trade, makes of it an anxious and willing partner and in that way creates an unlimited channel of outlet for the products, present and future. It covers a constantly enlarging di enlarging dis

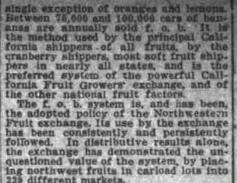
tributing area and results in a maxi-mum basis of distribution which is the ideal of the fruit grower. It restricts the responsibility of the grower to the act of loading the car at

shipping point, where it properly be-longs, and transfers all subsequent re-sponsibility for the keeping and condi-tion of the fruit to the buyer, where properly belongs.

it properly belongs. It is in all practical results a cash system and insures the use of correct selling prices, as the latter are based upon universal conditions, and not on congested markets or other uncertain or It establishes a stable value for the

product while on the grower's trees, or in the packing house, and creates of the product an ideal basis for banker's collateral, since the product then repre-sents the same relative basis as that on which the security of all loans are

based.



CHICAGO HOGS LOSE

Nickel Is Again Shaved Off Price Other Lines Steady.

Chicago, Fef. 1.-Hogs-14.000, year ago, 11, 000; left over, 27000. Market 5c lower. Mixes and Lutchers, \$7.40@7.70; good and heavy, \$7.5 @7.70; rough and heavy, \$7.30@7.00; light \$7.40@7.65.

Cattle-100; market, steady, Sheep-1000; market, steady.

OMAHA LOSES NICKEL

Price Is Down to \$7.35 for Best No Other Arrivals. Omaha, Feb. 1.-Cattle-none. -S090; market, slow, 5c lower at \$7.3

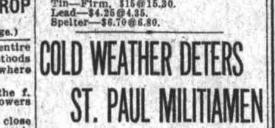
KANSAS CITY LIVESTOCK

Hogs Are 5 Cents Lower With Top

at \$7.65 in the Yards.

Kannas City, Feb. 1,-Hogs-2500; market steady. Tops, \$7.65. Cattle-400; market, steady. Sheep-none; market, firm.

Today's Metal Market,



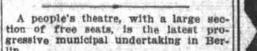
(United Press Leased Wire.)

-For their refusal to assemble at an exhibition drill here last night on account of the extreme cold, fifteen St. Paul state militiamen were relieved from duty in St. Paul companies today, Five officers included in the list will be

The weather last night was the cold est of the winter,

(United Press Leased Wire.) London, Feb. 1.—As the result of

of Yarmouth, former husband of Alice Thaw of Pittsburg, is today enabled to pay off \$40,000 of his \$90,000 indebted-







First Dose of Pape's Cold Co Relieves All Grippe Misery; Contains No Quinine.

After the very first does of "Pas Cold Compounds' you distinctly seal cold breaking and all the disagree grippe symptoms leaving. It is a positive fact that a dear

Pape's Cold Compound taken every hours until three consecutive donam taken will cure Grippe or break up most severe cold, either in the m

chest, back, stomach or limbs. It promptly ends the most miseral headache, duliness, head abd n stuffed up, feverishness, sneesing, s throat, running of the nose, must catarrhal discharges, sorsness, stiff and rhoumatic twinges,

Take this wonderful Compound w the knowledge that there is not else in the world which will cure ye cold or end Grippe misery as pro and without any other assistance or after effects as a 25 cent package Pape's Cold Compound, which any d gist can supply-it contains no ga -be sure you get what you ask for accept no substitute-belongs in ever home. Tastes nice-acts gently.

DR. BROWN'S SPECIFIC ANTIDOTE

(For Men's Aliments and Blood Pot soning)

LL CLEAN YOUR SYSTEM AND MAKE YOUR BLOOD PURE

No matter how old your case is or what has failed, try this wonderful remedy. Will quickly cure most obstinate cases or your money re-funded. The only remedy that can be used internally and externally. Con-tains no balsams, oils or any metaillo astringents and will not irritate or cause strictures to the most sensi-tive person.

tive person. This is not a dubious "remedy"-is a CURE; there is no uncertaint, no doubt. Remember that it will cur you nothing to give this remedy complete trial. If you fail to get re-sults we will positively refund you money. Don't hesitate, get a both today and it will cure you easily an

quickly. Price for the double treatment, \$2.00 For sale and guaranteed in Portland by The Heldfond Drug Co., 220 Mor-rison, near First.



SEE ME FREE. are worry thout any ailment sluded among those within which I spe sluded cialize, I invite yo to call at my offic

to call at my office and I will give you you of the alwise made me an expert in the treatmont of the aliments with which MEN are afflicted.

NEOSALVARSAN Improved German Remedy

BLOOD POISON I administer the remedy according the very latest method.

to the very latest method. Come to me if you have any of the following disorders: Enlarged Veima, Pimples, Nervous Debility, Nurve, Bicod and Skin Disorders, Bladder Troubles, Blood Poison, Eruptions, Ulcers, Special Allments, Piles or Fistula, 9 to 5-7 to 8 Daily: Sundays, 10 to 1. Examination-Advice-Free, J. J. KEEFE, Ph. G. M. D. Rooms 11-15 Lafayette Bildg. 113% WASHINGTON ST., Cor. STH. PORTLAND, OR.

CATARRH

OF THE

BLADDER

24 Hour

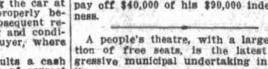
New York, Feb. 1.—Metals: Bar sliver—New York, 61%c; London, 28%d. 8% d. Copper—Lake, 15% c bid. Tin—Firm, \$15@15.30. Lead—\$4.25@4.35. Speiter—\$6.70@6.80. (Continued From Preceding Page.)

Minneapolis, Minn., Feb.

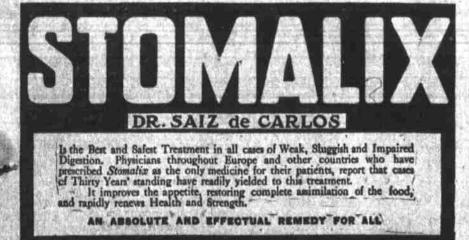
courtmartialed.

Yarmouth Pays on Account.

friends coming to his rescue, the Earl



Board of Trade building,				
DESCRIPTION	Open	High	Low.	Bia
Amalgamated Copper Co.	73	73%	72%	73%
Amortonia Car & File C			1.1.1	53
American Can, pfd American Can, pfd American Cotton Oll, c. American Locom, c American Sugar, c	126%	12736	125%	127 36
American Cau, pfd	1264	127 16	125%	
American Cotton Oil, c.	52	52	52	52
American Locon, c American Sugar, c	41 14	411/4	41%	40%
American Sugar, c	117载	117%	117%	117%
American Smelt., C	73%	73%	7816	7316
Anaconda Mining Co	38	38	37%	38
Atchison, C	103% 102%	103%	103% 1023 971	103%
		102%	10234	10214
Beet Sugar Brooklyn Rapid Transit.	87.54	37 1/2	1.11.74	1 1 1 7 1
		91% 241	91 240%	91
Canadain Pacifi, c	290 %	29	2814	2814
Canadain Pacifi, c Central Leather, c Chicago & Gt West. c	40	40	40.73	18%
Denver & Rio Grande, c C. Mil. & St. Paul Chicago & Northwest., c	21		. 91	21
r stil & St Paul	113%	114	113%	118%
Chicago & Northwest, c	100 78			136
Chosmeske & Ohio				78%
Chesapeake & Ohio Colo. Fuel Iron, c	37%	40%	3714	40%
Consolidated Gas	10.00			137 %
Corn Products, c	16%	16%	15	151%
Erie, C	81%	31%	31%	8114
Erie, first pf	4814	481/2	48%	48%
General Electric				1421/8
Gt. Northern, ore lands				30%
Gt. Northern, pf	128%	128%	128%	125%
Tillwala Conteq	and the second second			127%
International Harveater	114%	11414	114	114
	19	19%	18%	19%
Lehigh Valley Kansas City South	161 %	16214	161%	
Kansas City South Louisville & Nashville	1111	100.14	122.44	2614
Lonigvillo & Nashvillo	139	139 12	139	139 14
Mexican National, 2d M., St. P. & S. S. M M. K. & T., c M., K. & T., pf	*****	****		2414
M., St. F. & S. S. M	2714	2714	374	274
M. R. C. Ly Constant	41.26	91.28	1. 21.28	61
Missing Pacific	417/	41%	41%	414
National Lead	78	78	** 74	524
Navada Consolitisted	1814	1816	1814	18%
New York Central	10814	108 14		10814
N. Y., O. W	1111	200.00	100.000	814
Norfolk & Western, c	110%	110%	110%	110%
M. K. & T. c. M., K. & T., pf Missouri Pacific National Lead Newada Consolutated New York Cantral N. Y. O W. Norfolk & Western, c Northern Pacific, c Pacific Mail S. S. Co	119%	11912		119%
Pacific Mail S. S. Co				30
Pacific Mail S. S. Co Pennsylvania Railway	126%	122%	121%	121%
P. G., L. & C. Co	44.4.4	cenes.	1	118 16
Reading, c	165 %	160 18	164%	
Reading, 2d pf	*****	*****	6+145	91%
Reading, 1st pr	1.1.1.1	14225		9014
Republic I. & S., c Republic I. & S., pf Rock Island, c	28%	27 34	26%	2114
Republic 1. & S., pr	89	8914	89	89
ROCK Island, C	28%	28%	23%	23%
Rock Island, pf	108%	108%	10716	42
Bouthern Pacific, c Southern Railway, c	100 28	110 79	101 72	27%
Southern Railway, pf	80%	80%	80%	80%
maxwe & Dasifia		00 72	00%	20%
Union Pacific, c Union Pacific, p U. S. Rubber, c	160%	16114	160%	161
Tinian Pacific n	80%	90%	80	90
U.S. Rubber, c	00.74			6516
II. S. Steel Co. c.		6516	64%	65
U. S. Steel Co. c U. S. Steel Co., pf	110%	11014	11012	1104
Utah Copper	54%	54%	54%	54%
W. U. Telegraph				71%
Westinghouse Electric	78	73%	73	72%
Total sales 170,200 sh				7.744
a solution and a solution of the	1.1.1.1.1.1	in the second	11211	2.00



mach and Bowel

TROUBLES. It quickly evercomes the distressing symptoms and will

Indigestion, Dyspepsia, Dysentery, Ulcerated Stomach, Catarrh of the Intestines, Castric Pain, Vomiting, Stomach Ache, Heartburn, An Effective and Ever-Roady Ramody for both Child and Adult. FOUDERA & CO., ton (Agents U. C.) SO Beeliman St., New York

a strictly reliable product and if he knows that he can depend on yours, you will find that he will need you, and will rely on you to keep him sup-plied. What he wants is fair dealing and that is all you want. If he knows your product cannot be depended on, he won't rely on you, and he won't give Price. plied. \$7.60 and t 7.60 your 7.50 won't 7.50 him. 7.50 the g 7.00 tical 6.60 is the you an opportunity to do business with him. A dependable product is one of the greatest factors that lead to practhe greatest factors that lead to prac-tical cooperation between the trade and the producer, and an undependable pack is the greatest antidote to that condi-tion. One of the largest manufacturing institutions of this country expresses itself forcibly in regard to the bond of confidence that should exist between the \$6.00 confidence that should exist between the producer and the consumer. It uses the following motto in all of its ad-vertising displays and it spends an enor-mous sum each year for advertising: "The recollection of quality will remain long after the price is forgotten." \$7.60 7.60 7.60 7.40 6.60 Willing to Buy. \$7.50

In the United States alone there are about 10,000 carload buyers of fruit. These buyers are, as we have shown, These buyers are, as we have shown, anxious and willing to buy and the ma-jority of them can be induced, through proper means of business contact, to buy your apples. All of them have es-tablished trade and the filling of that trade's requirements is one of the as-sets of their business. Now they have to take care of that trade and if they cannot do so with your products they are going to do it with the product of some one else. Then a good many of these members of the trade have ware-houses and cold storage plants. Econ-omy in their business alone makes it necessary for them to keep these ware-FINDING DEMAND

necessary for them to keep these ware-houses or storages utilized, outside of

necessary for them to keep these ware-houses or storages utilized, outside of the necessity for carrying stocks. So these 19,000 buyers are compelled to arrange for the purchase of their stocks and different conditions make it desir-able that they do so as early in the season as possible. In order to assure themselves of a dependable supply. If the northwest, by reason of the better organization of its growers, puts itself in position to offer its products early in the season to that trade, on the basis of definite specifications, and at definite prices, the opportunity is immediately offered the buyer to order what he needs and for the growers to sell. If you don't offer the trade what you are going to have, or if you wait for something to turn up before you are able to, or have the nerve to quote prices—if you wait too long you will find that the trade is going to buy other apples from other geople and perhaps they will be barrel apples. And the trouble is that they might not buy to the full visible capacity of their market, and so far as that market is concerned, it may be difficult if not impossible for any boxed apples to be sold there dur-ing the balance of the season, or at least in any extensive quantities. It is certain, however, that that market will wort five the seame ougnity as it would bution of any product can be success-fully handled. The first essential is to know what you have, or will have, to sell, its quantity and quality, and how much it is worth. The necessity for this is based on the fact that durfor this is based on the fact that dur-ing the process of manufacture, or the growing season, you must know to a reasonable certainty what disposition you are going to make of the product. If you don't know, it is perfectly clear that you are not going to be in position to sell it before it is ready to ship, as the trade won't buy what it doesn't have to have. This is an important consideration in many ways. If your crop is going to be large, you are not only going to find yourselves congested because of lack of space, but that very fact is going to seriously hamper your

ing the balance of the season, or at least in any extensive quantities. It is certain, however, that that market will certain, however, that that that whit not take the same quantity as it would have taken, had the trade been dealt with in a business-like way at the cor-rect time of the scason, and that would have been at its earliest date. This is one of the very things that takes place each war.

each year. The majority of shippers in the north-

and that is in favor of the fruit because each rehandling causes deterioration. These are among the many different advantages that the buyer has who buys his fruit on the f. o. b. basis. There are others equally important. The up to date fruit merchandise lines, wants a certain amount of fruit for store purposes. Some of it is intended for prompt sale The f. o. b. system is the recognize

SOUR STOMACH, INDIGESTION, GAS

stomach regulator in the world. If what hands you your money back, you eat ferments into stubborn lumps. It's worth its weight in g

It's worth its weight in gold to men you belch gas and eructate sour, undiand women who can't get their stomachs gested food and acid; head is dizzy and regulated. It belongs in your homeaches; breath foul; tongue coated; your should always be kept handy in case of insides filled with bile and indigestible a sick, sour, upset stomach during the day or at night. It's the quickest, surwaste, remember the moment Diapepsin comes in contact with the stomach all est and most harmless stomach doctor such distress vanishes. It's truly as- in the world,



Turn the rascals out-the headache, | and fermenting food and that miserybiliousness, indigestion, constipation, the sick, sour stomach and foul gasses waste matter and constipation poison -turn them out tonight with Cascarets. from the bowels. Then you will feel Millions of men and women take a great, Cascaret now and then and never know A ca

A cascaret tonight will straighten you the misary caused by a lazy liver, out by morning—a 10-cent box keeps clogged bowels or an upset stomach. Don't put in another day of distress— and bowels regular and you feel cheerwake up refreshed and feel fine. Let ful and bully for months. Don't forget Cascarets cleanse and sweeten your the children-their little insides need stomach; remove the sour, undigested a good, gentle cleansing, too.





SOUR STOMACH, INDIGESTION, GAS DR DYSPEPSIA—DADE'S DIAPEPSIA. This Delightful Stomach Regulator Brings Relief in Five Minutes—Puts an End to Stomach Trouble Forever. "Really does" overcome indigestion, dyspepsia, gas, hearburn and sourness in five minutes—that—just that makes Pape's Diapepsin (the largest selling) stomach regulator in the world. If what

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truth. Dr. J. E. Cannaday, 763 Court Block, Sedalia, Mo. References: Third National Bank, Sedalia, Mo. Could you do a better act then to send this notice to some poor sufferer of Ecsema?

VHY BEST DR. HOLSMAN

(1) He is an HONEST SCIENTIFIC man

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or disease, which the average practicing physician does not understan usually tries to make light of by tailing the patient that nature will repair the waste. I Offer Free Consultation and Examination

You are always welcome to a friendly visit and the most relit YICE will be given you FREE of charge or oblightion. My immus tice has been built up by honest service. LOW FEES and the fa-of every promise. I never refuse the man who needs help. If you cannot call WRITE for self-examination blank My methods appeal to those who insist on the best. I never us DISC VERY until it has proven asfe and successful. Wynet meal proor wants known. No matter about money. Call or write man DRESS ABOVE My advice is charfully given breat of there in MY OFFICE is open all day, 9 a. m. to 5 p. m.; puncary 10 13 p. m.

Seeley's Spermatic Shield Truss Shield Fad. Do you "C" the