

Where Convicts Are Free



TWO HONOR MEN



SECTION OF ROCK WORK



WESTVILLE, HONOR CAMP NO. 1



SECTION OF THE ROAD



NEW AND OLD GRADES ON CRATER LAKE ROAD



A GROUP

Westville, Honor Camp No. 1, An Experiment in Making Roads and Men

In November, 1911, Governor Oswald West sent down from the state penitentiary at Salem, 39 prisoners who had given their word of honor not to attempt escape and had promised to work faithfully. The men came without guards or prison stripes and hiked across the country 15 miles from the station of Derby on the Pacific and Eastern, to the Crater Lake highway, where they established the

camp of "Westville," shown in the pictures. Here they spent the winter and spring, later moving camp some miles from Westville. Several miles of fine highway were constructed by the men, who worked without guard. As fast as their minimum terms expired, they were paroled for good behavior. The only man who came in contact with the men was the foreman appointed by

the county court to superintend construction. The men proved equal as workers with any paid group of men similarly employed. Little difficulty was experienced and no insubordination. But one attempt at a get-away was made, when three men whose terms would soon have expired, broke faith and fled in the darkness one winter night. A posse of honor men was at once formed and pursuit started. The escapes were captured near Eagle Point the following day. The county paid the expenses of

the camp, furnished the food and equipment used, and gave each honor man 25 cents a day as wages. The camp was abolished in September, after ten month's trial, on account of the shortage of honor men at the penitentiary and the expiration of the terms of those employed on the road. The camp was the pioneer one of its kind in the United States and its success is working a revolution in the treatment of prisoners. Though they have gone, they have left a monument of their labor in one of the finest stretches of road to be found in any mountain section.

Prices Received by Fruit Growers Through Local Association for 1912

(By A. C. Randall, Vice-President.)

The Rogue River Fruit & Produce Association was organized in May, 1910, with an authorized capital of \$50,000.00, divided into 5000 shares of \$10.00 each. The present number of shareholders is 350, and the paid up capital is \$25,190.00.

The main objects of the association are to furnish supplies of the highest quality at the lowest cost.

To collect, pack and inspect all fruit handled in our own packing houses; also to inspect all fruit packed by the growers.

To assemble the fruit at the proper time and place for shipment, and to secure the best possible market for it.

We are desirous of concentrating as much of this fruit in central packing houses as possible for more economical handling, and to obtain a more even grade and pack.

We own and operate six packing houses, located as follows: Two at Medford, one at Central Point, one at Davis, one at Voorhies and one at Phoenix; all located on the railroad where the fruit can be taken from the wagon into the packing house, and as packed loaded directly into the cars.

Fruit Shipments

Up to December 13th there had been shipped from the valley 244 cars of pears, 436 cars of apples and 19 cars of mixed fruit. This association shipped 99 cars of pears, and 156 cars of apples. We still have approximately 56 more cars of apples to ship, making our total shipments this season 399 cars. We have already distributed our fruit in 42 markets this season. All fruit of the same variety, grade and size by tiers, is pooled, all growers getting the same price.

We have up to date closed only the Bartlett Pear pool, which closed at an average price f. o. b. Medford, of 4 tier 96 1/2 c, 4 1/2 tier \$1.01, 5 tier \$1.13, 5 1/2 tier \$1.23. We have a few more pears to get returns on before we can close the pools on Bose, Howell, D'Anjou and Comice; will probably close these within a month. The Winter Nellis pool will probably close in February.



Potato Growing—A Profitable Industry—A 38 Acres Potato Field in the Table Rock District Which Yielded 8000 Sacks.

Our averages on the different varieties which we have sold to date, are as follows, f. o. b. Medford:

Apples	
Jonathan	1.70
Spitzenberg	1.25
Newtown	1.43
Pears	
Bose, jumble pack	\$1.75
Bose, straight pack	2.02
Bose, half boxes	1.65
Howell	1.77
D'Anjou	2.26
Comice	1.54
Comice, half boxes	1.05
Winter Nellis	1.59

Some at Higher Prices

We have, of course, sold some of each variety at higher prices, and some for less, but it is the general average which counts, so far as the

benefit to the valley in general is concerned. In selling our fruit this year we have used every method possible: f. o. b. sales, delivered sales, by auction and by private treaty. It is quite significant, however, to note that our highest values have been obtained by private sale rather than through the auction. The latter system had become the established one through which to sell our pears up to this year. We have handled for the growers this season 155,000 pear and apple boxes; 19 cars of lime and sulphur solution, 14 cars of smudge oil, and 31 tons of arsenate of lead. Our aim has been to maintain the highest standard of quality in all these materials, as it is vitally important that the greatest care be taken in the use of spray material.

One of the chief benefits of the association to the grower is the establishment of a more uniform grade and pack. The weak point in the old system of each grower inspecting his own fruit and marking it Extra Fancy, Fancy or Choice, lay in the lack of uniformity of those grades. It was a case of "Many men of many minds," each using his own judgment as to what constituted a fancy or choice grade. Whether the consumer who bought a box of fruit stamped "Fancy" really got Fancy, or only choice, depended largely on whether the grower was lax or rigid in his inspection and in his ideas as to what constituted those grades. Under the association's methods of rigid inspection and uniform grade, that difficulty is eliminated. Our Triangle brand on the box rep-

resents a positive grade; the Red Triangle representing the highest grade of fruit grown, and the Blue Triangle the second grade—a good quality, but not requiring as high a percentage of color. Our brand puts our fruit in a class by itself, and as it becomes better established, the consumer will know, when he buys a box of Red Triangle fruit, that it is of the highest grade as surely as if he had inspected separately every apple or pear in the box. The benefit of our policy has been proven by our establishing this year the Red Triangle Newtowns on the London market, on a par with the highest grade from other districts, and at times above them. Much as we dislike to admit, up to this season Rogue River Newtowns have not been the Top Notchers in London. Other districts, with ad-

mittedly inferior quality, had established a better reputation there, entirely on account of an even grade and pack—a consequence of their better organization. This year our association established a standard which has enabled our selling agents, the Northwestern Fruit Exchange, to place our Red Triangle Newtowns at the top of the list where they rightfully belong. Some of our famous private brands of pears have secured the record prices in London. Our Red Triangle Comice have secured this year's record price in the London market. We firmly believe in the system of f. o. b. selling. That our fruit is worth more at the point of shipment than anywhere else, it having been available there to the markets of the world at a lower cost of delivery.

Must Advertise

Now that we have a distinctive brand it should be advertised. Once we develop a taste for our fruit and establish our brand, it becomes a valuable and permanent asset. There is a vast number of people in this country as well as abroad, who have a decided discriminating taste. We must reach them with our Red Triangle fruit and make them our permanent customers. We must also be prepared to furnish these customers, wherever located, a regular supply of fruit. We have the facilities already established to distribute the fruit and find the customers, through our selling agents, the Northwestern Fruit Exchange. This service represents an establishment of 123 different offices in the United States, Canada, Cuba, Great Britain and Europe, each office having a specified territory to work. The selling policy includes all methods: f. o. b., delivered, auction and private sale, thereby getting the benefit of a 100 per cent demand. By having our hand on the pulse of the markets of the world practically every day, we are also better able to set a proper value on what we have to sell. To show the possibilities of this service, we might state that sales have been made this season in 137 different markets, and in the three years of its operation our lots have

been sold in 231 different markets, located in 38 states, 6 provinces of Canada, England, Ireland, Scotland, Wales, Denmark, Germany and China.

Storage Plants

To get the full benefit of the selling service already established, we must provide facilities for both dry and cold storage at the point of shipment. Some very valuable experiments conducted this season with our pears by a representative of the department of agriculture, developed the fact that our Bartletts kept in cold storage 4 weeks, then in refrigerator cars 3 weeks, and after taking out of cars, held in good condition for two weeks longer in an ordinary room.

With proper storage facilities we could hold our pears here, supplying our established trade regularly, rather than forcing it to take an over supply when not wanted. The same space could be used for apples as rapidly as the pears were shipped out, allowing us to hold them as we had the pears. We not only need storage now for the handling of our fruit on a more economical basis, but we shall soon be unable to get cars to ship our product as rapidly as it is picked and packed. This need of storage is vital, and must be provided for at once, or the loss from waste will be enormous in the very near future.

Another vital necessity which confronts us, is the systematizing of our work, so that we can reduce the expense of growing, picking, packing and assembling our fruit. This association is constantly endeavoring to lessen its expense of operating without lessening its efficiency, and we welcome all sincere suggestions for the betterment of the service.

Our records are open for inspection at all times, for we believe public- it is a safeguard to the proper handling of the business, and also inspires confidence between the management and the members. Given the united support of the growers, this association could accomplish results which would leave thousands of dollars more in the valley than is possible under present conditions.