

COOPERATIVE PLAN TO INCREASE PROFITS OF FRUIT BUSINESS

A method by which the fruit growers of the Rogue River valley may make 100 per cent more profit was outlined by Hon. W. A. Paulhamus of Puyallup, Washington at the Natorium Wednesday afternoon.

The method in brief is for the grower to pay quarter of a cent a box for the maintenance of a growers council which in turn will so organize the orchard production of the northwest that prices may be maintained throughout the country. The speaker said that with such an organization he believed the grower would receive 25 cents more per box even under present conditions.

There is no attempt to dictate as to what organization the local grower shall ship through, the only requirement is that every member of the organization sign an agreement that he will not ship through any selling agency not subject to the direction of the shippers council.

"There are from five to seven hundred different sellers" said the speaker, "far too many, but we must go slow. If we tried to weed out the bad ones we would all be dead before anything could be accomplished. We must take conditions as they are and try to improve them slowly, growing to the ideal condition by degrees."

Cut Out Consignment
"Our principal desire at present is to cut out the consignment business. No member of the council can sell on consignment and no sane person should want to sell on consignment. We have no objection to cash sales, though if everyone sold independently these would be too much book-keeping."

"All we will try to do now will be to keep books with the selling agencies, know every day what fruit is sold, where and for what price and I believe we can maintain the price and eventually dictate as to what the price shall be."

"The members of the executive committee, Mr. Haskell, Mr. Butler and myself will call in the selling representatives and talk over with them what they consider proper prices for the year, for Spitz, Yellow Newtowns, Comice pears, etc., etc., and then after considering every condition we will tell them our price. We may have to lower that price if we find we were mistaken. We have no desire to treat the selling agencies unfairly. Our purpose is to cooperate with them to our mutual benefit. The only way we can stabilize the market is through organization and co-operation."

Mr. Paulhamus then showed the result of the same principles applied in the canning business in Puyallup where he said many years ago they considered 500 crates of raspberries glutting the market. They found later that with organization they could sell a hundred times as many crates at 30 per cent higher prices. The same result would follow in any line of business where business principles were adopted, he maintained.

Help People Already Here
Regarding the local condition in general Mr. Paulhamus said if Medford would pay less attention to literature for securing new settlers and more attention to helping the settlers here make a living the country would be vastly improved. Get your commercial club to get behind your local industries. Here is the apple juice factory for example, boost it, help it and you will soon have a most valuable industry here. Make local business profitable and your growth in population will follow as a matter of course.

"You have spent much time upon the proper methods of growing fruit, spraying, smudging, pruning, etc., etc. These are all important, of course, but what good does it do you to raise the best pear in the world if you can't get a profit on it. From my experience I should say that growing the fruit was about 25 per cent of the business and selling it about 75 per cent. You need first of all capable and aggressive leadership and organization. With these two factors there is no reason why the fruit business can not be made as profitable as any other business."

Mr. Paulhamus was introduced by W. A. Westerlund and his talk was forceful, direct and full of practical common sense. At the conclusion of the meeting a large number of growers joined the council and the applause was most enthusiastic when the speaker took his seat.

CARD OF THANKS
We wish to thank all the friends and neighbors for their sympathy and kindness during the recent illness and death of our father and brother, BURNIE R. PERCY L. CLARA M., BLANCHE A. C. H., AND MISS MARY E. WOOD.

BRONZES CAST AMID WAR ALARM FOR EXPOSITION

(From the San Francisco Call.)
While cannon thundered fifty miles from Paris, La Loie Fuller, famous dancer, with another woman and two men, worked in a little art founder's shop in the French capital in the glare of a crucible where seethed molten metal wrested from the savage uses of war to give permanence to thirteen wonderful bits of sculpture, the work of Arthur Putnam, San Francisco sculptor.

How La Loie intrepidly entered the war zone with the precious plaster models, inspired by a determination to have exhibited at the exposition the work of a sculptor she considers the equal in many respects to Rodin, is a story of compelling romance.

Bronzes at Exposition
The thirteen bronzes are at the exposition and will soon be unpacked and placed in the palace of fine arts. But for La Loie's courage and indomitable spirit, and the generosity of Mrs. A. B. Spreckels, these exquisite works of genius might still be reposing in fragile plaster in Putnam's studio at the beach here.

The story had its beginning in Paris last July. La Loie, who has lived for twenty-two years in that city and is of the inner circle of Parisian artists, went with Mrs. Spreckels to the home of Francis Auburtin, the man whose word is the ultimate law in the judgment of works of art presented for exhibition in the Paris salons.

Putnam's Work Resurrected
A salon was then in preparation. On a mantel Mrs. Spreckels recognized a small bronze puma as the work of Putnam. Auburtin had given it only casual notice, but with his attention drawn he quickly recognized its high merit.

It was prominently placed in the salon, and as a result Putnam was within a few votes of being admitted to the circle of artists which had refused to admit Rodin to its exclusive confines.

La Loie came to San Francisco last August and immediately besought Mrs. Spreckels to take her to see the sculptor. At Putnam's studio she saw more wonderful little figures, but all in plaster. Enthusiastic, she went to J. D. Trask, chief of the fine arts department of the exposition. Trask shared her enthusiasm over Putnam's work, but said it could not be placed in the palace of fine arts unless done into bronze.

Plasters in Fragments
A few weeks later found La Loie on the Atlantic with three boxes containing thirteen precious plaster figures. The art foundries of America were too busy with exposition sculpture to handle the work.

In London she left the boxes while she went ahead to Paris to reconnoiter the situation. There she finally induced an art founder to undertake the work.

Two men were sent to London to bring the boxes. When they were op-

THIS "GIRL FROM UTAH" IS A DANCER, NOT A MORMON MAID



JULIA SANDERSON

Julia Sanderson isn't a Mormon, and never lived in Utah, but she dances divinely and sings pretty well—that's why she's playing the title role in "The Girl From Utah"—a musical comedy based on the ways of the Mormons.

ened the brave little dancer was crushed. Every one of the little plaster poems was in fragments. But their beauty was apparent even then, and the founder declared that he would fit the pieces together and make the bronzes.

Metal Big Problem
Then another difficulty arose. Where to get the metal? French government officials in charge of the metal supply were scandalized when it was proposed to take the material so necessary in war and devote it to making little statues. La Loie insisted and it was arranged.

Ultimately the bronzes were cast, although the founder was called to the front before the end of the task and the work had to be finished by his wife and a man helper.

Dilemma again confronted La Loie. To finish and polish the bronzes properly would take more than a year of one man's time. There were twenty-six of the figures, duplicates having been made. She went to the man who does the finishing for Rodin, showed him Putnam's work and induced him to gather his forces and go to work upon the set of bronzes. In three months the work was finished.

Safely Across Channel
Getting out of France with the bronzes was another problem and La Loie is reticent on this point. But it is known that a French gunboat left Havre and went to Southampton. She appeared in London a few hours later with one set of the bronzes and a set of Rodin's she had been commissioned to buy for Mrs. Spreckels, together

with autographed works of French artists and writers which she was bringing to America to dispose of for the benefit of the widows and orphans of artists who fall at the front.

Meanwhile Putnam had been anxiously inquiring of Mrs. Spreckels regarding the fate of La Loie and his beloved plaster models. One day in the latter part of February, nearly five months after the dancer had left here on her mission, word was received that she was again safely on board a steamer at Liverpool with the thirteen statues in bronze.

The Old Reliable
I've tried a lot of breakfast feeds, Hay, oats and all the rest, But for my pleasure and my needs A stack of wheat is best. —Peoria Journal.

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DEFICIENCY FOR SEASON IN RAIN TOTALS 11.51 IN.

The weather report for the month filed today shows that .89 of an inch of rain fell during March, making the seasonal shortage 11.58 inches, and the monthly shortage 1.51 inches. During the rains of the past week, .45-inch fell. The heaviest fall was last Sunday, when .28-inch fell. On Monday .03 of an inch fell, Tuesday 0.5 and Wednesday .08. The prediction is for more rain, the air being warm and balmy. Last March .42-inch fell. The average is 2.4 inches. The highest temperature for the month was 83 degrees on March 22, and the lowest temperature March 8 at 26 degrees. There were 13 clear days and 13 cloudy, with five days partly cloudy. The greatest daily range in temperature was 46 degrees. During the month there were no unusual phenomena, the most striking feature being a brilliant double rainbow on the 30th.

The report follows:

March—	Max.	Min.	Prec.
1	59	35	—
2	56	30	—
3	57	32	—
4	58	42	.15
5	52	27	—
6	58	39	.01
7	62	28	—
8	64	26	—
9	64	42	.06
10	59	41	.10
11	59	32	—
12	59	44	T.
13	58	45	.12
14	64	47	T.
15	67	36	—
16	67	36	—
17	67	39	T.
18	62	30	—
19	71	30	—
20	80	39	—
21	80	36	—
22	83	37	—
23	79	40	—
24	79	35	—
25	71	27	—
26	62	44	.01
27	70	51	T.
28	70	48	.28
29	59	42	.03
30	64	42	.05
31	61	38	.08
Mean	65	37	—
Total precipitation	.89	—	—



There's a certain atmosphere about clothes. They can add to or spoil a man's appearance. Style makes the difference, and we specialize on style and you pay no more for it. Therefore—Spring Suits \$12.50 to \$35. Boy's Suits \$3.50 to \$10. Hats and all the other fixings, too!

Model Clothing Co.

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ELROD MIXER SAYS IF YOU WANT TO GET INTO THE SWIM WITH A BIG SPLASH, INSTEAD OF GIVING TANGO TEAS, DIVE INTO ANY STORE WITH A DIME AND BOB UP WITH A PACK OF

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You may even encounter some special values, as not a few departments quote them to stimulate purchases of spring necessities.

"Buy it now"—Here are a few interesting Offerings That Will Tempt You:

NEW LACE CLOTH
25 pieces of 45-inch New Lace Cloth, including Organdies, Chiffon Cloth, etc., all in white, selected especially for graduating dresses; we know you will find just the style of material you will want for this occasion. Prices range from, per yard... 45c up to \$2.00

NEW COVERT CLOTH
On display today, 56-inch Covert Cloth, made from fine Australian wool, very soft and will not wrinkle, made in the new spring shades, such as sand, desert, praty, olive, palm beach; prices are... \$1.50, \$2.00, \$2.50

36-IN. CHIFFON TAFFETA, \$1.50
A good grade of Taffeta Silk is always the cheapest. We will back up every yard we sell, full color line for spring.

HOSE
All Silk White Hose, guaranteed not to turn, prices, per pair, 50c, \$1.00, \$1.50, \$2.00.

SPECIAL Two-in-One Silk Waist \$2.50
Made from No. 8 Mummy silk, with high or low neck, long sleeve with deep cuff, guaranteed to wash and wear.

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SPECIAL Henderson Corsets
Outwear them all. Discontinued numbers to be closed out.
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\$3.50 Corset... \$2.19
\$2.00 Corset... \$1.39
\$1.50 Corset... .98

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