

OREGON-UTAH SUGAR COMPANY

MEDFORD, DECEMBER 8TH, 1915.

TO THE PUBLIC:

AS A RESULT OF THE BEET ACREAGE CAMPAIGN THAT HAS BEEN CONDUCTED BY THE SUGAR BEET COMMITTEES OF THE COMMERCIAL CLUBS OF MEDFORD AND GRANTS PASS, THERE HAS BEEN TURNED OVER TO THE OREGON-UTAH SUGAR COMPANY THE FOLLOWING APPROVED CONTRACTS TO GROW SUGAR BEETS, SIGNED BY LAND OWNERS AND FARMERS OF THE ROGUE RIVER VALLEY, TO-WIT:

Table listing landowners and acreage by location: ASHLAND, PHOENIX, TALENT, MEDFORD, GRANTS PASS, GOLD HILL, ROGUE RIVER, WILDERVILLE, GLENDALE, WOLF CREEK, and GLENDALE. Includes names and acreage for each location.

The foregoing contracts show a total of 3652 1/2 acres of irrigated land, which the soil and beet experts of the company have pronounced first-class soil, suitable for the culture of beets.

The company deems this acreage, all of which has been examined and approved by its Field Superintendents, Mr. Bramwell and Mr. Story, an excellent showing, considering the limited time used to obtain the acreage.

The campaign has developed the fact that there exists in the Rogue River valley a real demand for a sugar factory, and the further gratifying fact that a large number of people already reside in the valley who have grown sugar beets in other places and who now welcome the opportunity to make more money here and share in the prosperity that the sugar industry brings to other districts where sugar beets are raised. It is needless to add that the knowledge of these experienced growers will be of great value to their neighbors.

When the OREGON-UTAH SUGAR COMPANY came to this valley, with the establishment of the sugar industry in view, and announced its willingness to build a sugar factory, it did so on condition that land-owners and farmers would sign sugar-beet contracts in the form used and required in other sugar districts, which would assure the Sugar Company that 5000 acres of suitable land would be planted and used for five years for the growing of sugar beets.

As was stated by Mr. Nibley and Mr. Bramwell in their first announcement, the establishment of the sugar industry in a new locality means, and its requirements demand, that it have a financial backing of approximately \$1,000,000. Fortunately the OREGON-UTAH SUGAR COMPANY has such backing, and the men interested in it have required of the officers of the company that actual, existing contracts be obtained from land owners and farmers that they will plant and grow 5000 acres of sugar beets upon such lands as will be approved by the Company's Field Superintendents, both of whom are persons acceptable to the parties furnishing the money.

Mr. Bramwell and Mr. Story now report to the company that they have already approved the lands hereinbefore listed and have advised the company that it is their opinion that if the campaign of signing up acreage is continued for a short time the entire 5000 acres of good lands can be signed up. This opinion is based on the knowledge that enough good, suitable land is obtainable if the owners or renters will agree to grow sugar beets on part of their holdings, and that there now exists a demand for the sugar factory, as expressed by hundreds of farmers who desire to make their land more productive by planting and growing beets and thus having a sure crop with a cash market waiting for it.

The officers of the Sugar Company have, therefore, decided that the showing made justifies the continuance of the campaign vigorously, to obtain the whole 5000 acres. The Company has been compelled to reject a few contracts obtained by the Beet Committees, because the land contracted was not suitable for the profitable cultivation of beets, and has rejected other contracts because the conditions imposed were either beyond the control of the Sugar Company or because they were otherwise objectionable for business reasons.

The directors of the Company authorized its officers and agents to sign and approve contracts on a prescribed form so that all contracts with the Company will be uniform and without preference to any. No other contracts have been or will be approved.

The management of the Company feels that all growers will appreciate that the Sugar Company is not in a position to guarantee, nor does it desire to depend upon the construction of railroads, ditches or auto truck roads; nor does it desire to go into the auto-transfer business, or other things, that other people will attend to.

The business of the OREGON-UTAH SUGAR COMPANY is the manufacture of sugar and to assist the sugar-beet growers to plant, grow and market sugar beets.

The Company has been compelled to return to the Beet Committees quite a number of contracts aggregating a considerable acreage because these contracts were conditional on the location of the factory in a certain locality, otherwise the contracts to become null and void. A number of localities naturally desire the factory to be located in their town or city. Medford, Tolo, Grants Pass and Gold Hill have been active bidders for it. The list of contracts above enumerated shows that more than twenty localities have signed acreage, and it also appears that the acreage of every one of these localities is necessary to the establishment of the industry in the valley. The obtaining of the additional acreage required should not be, and will not be, accepted contingent upon the establishment of the factory in any particular town or city.

Before the campaign was started the Company decided that it would pay a uniform price to the grower for his beets, irrespective of locality, and in the contract form furnished by the Company the price is the same, F. O. B. at any railroad station between Ashland and Glendale, inclusive, as will be paid for delivery at the factory. The contracts that have been signed show that factory deliveries will not be over 15% of the crop, no matter where the factory is located. The geographical location and physical nature of the valley and its present state of development make the success of the enterprise dependent on the existing railroads for transportation.

The final location of the factory site is a matter entirely in the hands of those who are now furnishing and will furnish the money for its construction and operation, and the Company feels that after due consideration of the rights of all concerned that the grower is not going to try to exact of the Company the right to decide the site of the factory, especially when the grower's profit will be the same, whether it is located in Medford, Tolo, Gold Hill, Grants Pass or elsewhere.

As above stated, the building of the sugar factory depends on obtaining contracts for the required acreage. If the acreage is obtained by February 1st, 1916, the Company will have ample time for carrying out its plans and can readily have the factory completed by September 1, 1916, so as to handle the 1916 crop of beets. But it is the farmer and grower who needs the time and wants to know before February. Therefore, in fairness to the farmers and growers who have already executed contracts, the balance of the required acreage should be signed up at once. Time lost now is an important matter to the grower, as he wants to make his plans now for 1916.

The undersigned take this occasion to extend the

thanks of the parties interested in the OREGON-UTAH SUGAR COMPANY, to the Commercial clubs and press of the Rogue River valley for the splendid work done in the sugar beet campaign. Many business men have left their places of business and devoted many hours and days to getting contracts signed, and the press has voluntarily given much of its space and thoughtful attention to a campaign of education on the subject of beet culture.

The people who want to grow beets should appreciate the unselfish public spirit that has been exhibited toward the farmers by the business men of the valley. The grower will be the first party benefited by the establishment of the sugar industry, the Sugar Company the second, and general business then comes in for its share.

The publicity and work of the Commercial clubs has already actually created the first demand for Rogue River lands that has existed for nearly three years. Sugar beets will be the means of bringing over twenty cities and towns of Southern Oregon into closer business relations than anything that has ever happened. Look at the list of growers and their home towns for proof of this statement. Besides this, every locality in the valley will be able to get as big a share as it wants of the money the sugar business will bring in, simply by growing more sugar beets.

The people interested in the Company do not feel like asking the Commercial clubs to go to any more expense to obtain the balance of the acreage. So it is now squarely up to the persons who desire to grow beets and the Sugar Company to finish the work by obtaining contracts for the remaining acreage required.

Every person who wants to raise beets and those who have already signed contracts can help the Company and themselves to obtain the required acreage by first looking his own lands over and increasing his or her own acreage, and after doing that, sign up another contract for the additional acreage and bring or send it to the Company's office in Medford or Grants Pass. And after you have decided what is the most acres of beets you can grow yourself, then call on your neighbor and persuade him to grow some beets. Tell him it will help him and also help you, not only by the profit from the beets, but also by the permanent increase in the value of your farms.

The raising of sugar beets is not an experiment—the climate and the soil tests already made insure success. The crop is sold before it is planted. The Company is ready and willing to build a sugar factory for the crop of 1916, provided the farmers furnish and sign up the 5000 acres. The officers and the soil and beet experts of the Company, as well as its officers and other facilities are at your service, and the Company is willing to go to any reasonable expense to get the industry started and to instruct the growers in profitable beet culture.

The Board of Directors of the Sugar Company holds its monthly meeting on the 20th day of December, 1915, at which time it desires to decide on its plans and make arrangements and contracts for the construction of the factory. We suggest to all interested parties that all of the 5000 required acres be signed up before that time.

The Company has opened offices at Room 415 Garnett-Corey Building, Medford, and Public Service Building, Grants Pass. Mr. Samuel Story, Field Superintendent, can be found at the Medford office, and Mr. F. S. Bramwell, Field Superintendent, at the Grants Pass office.

The offices of the Company are for the convenience of the farmers, and the Field Superintendents are at the service of the farmers to instruct all parties interested in beet culture. The service will be rendered without cost to the grower.

Respectfully submitted, OREGON-UTAH SUGAR COMPANY, By GEO. E. SANDERS, Vice-President, ALEX. NIBLEY, Secretary.