

DISASTROUS END OF NORTHWESTERN PEAR SPECULATION

The Fruit-Growers' Guide publishes the following regarding the recent slump in the price of northwestern pears in eastern markets, due to pears arriving ripe:

"New York, Sept. 15. "Last week very heavy losses were made, as noted in the last issue of the Guide, on northwestern Bartlett pears. This was due to the fact that car after car came in arriving yellow ripe. None, however, came in musky or rotten, but this week escaped the climax. Receipts were very heavy from Washington and Oregon, Monday's offerings being forty cars and Tuesday's thirty-one. The bulk of the arrivals were yellow ripe and a great many cars were in such condition that the board of health got busy and made wholesale condemnations. Some of these condemnations, however, were not entirely justified. Still, there was a lot of stock that was badly soaked and mushy to a degree, and losses were almost unprecedented in a business history of which has been marked from time to time with costly breaks in the market. Speculators Big Losers.

To take Monday's and Tuesday's showing, as a sample, while a few cars of green, hard fruit sold at \$1.75 to \$2, and California pears, when strictly fancy sold very well, these northwestern pears sold almost entirely on a basis of 90c to \$1.00, with some as low as 60c, and some Washington stock, practically worthless, as low as 20c. It is not likely that the average for these two days was over \$1.30 a box. Now, when it is taken into consideration that a large proportion of these pears were bought outright by the speculators, part at \$50 a ton and part at \$1.50 a box f. o. b. loading station, with the freight and refrigeration of 75c a box, and with the allowed for auction charges and incidental expenses, bringing the total cost to about \$2.35 laid down in New York, and sold at the extent of the losses may be well imagined. Seeing that every car contains about 500 boxes, it is not hard to figure that these cars have been making a loss of all the way from \$300 to \$500 apiece, and what has made the situation worse is that this state of affairs has not been confined to the New York markets, but has been paralleled and in some cases surpassed by every other big auction market in the country.

Disastrous Ending. It is said on a very good authority that a very big block of the fruit that sold at these low prices this week was purchased by the speculator at \$1.75, and there is even report of some f. o. b. purchases being made on the basis of \$2. Early in the season buyers were timid as to North Yakima, Wenatchee and Oregon pears on a \$1 a box basis f. o. b. loading stations in these sections, but a little later on the market opened up at \$1.10 to \$1.15. Then came the news of the remarkable prices made as the season ran along on California Bartletts, and these high prices being obtained all through the season induced the speculators in the northwest to jump in at high prices, and from \$1.15 a quick jump was made to \$1.35, \$1.50, \$1.75 and, as stated above, in some few instances even \$2.

This week will probably see the end of this northwestern pear deal which has entailed so disastrously. At the start of the season North Yakima was credited with having 400 cars of Bartletts and Wenatchee 150.

Theories Advanced. All sorts of theories are advanced for the state in which the pears have been coming in. Some dealers say the fruit has been improperly packed; others hark back even further for their reason and say that the poor carrying qualities of these northwest pears are due to too much irrigation and picking the fruit while the irrigation ditches have been full of water. The most generally accepted theory is that these cars have been held too long at diversion points and some of them maybe were caught and held in between the seeing stations when the embargo caused by the threatened strike was put into effect. Whatever may be the reason, the effects have been far-reaching and it is generally thought that a great many speculators have had a terrificering put in 1916 and one from which it will take them a long time to recover, if ever.

AMERICAN AMBULANCE SERVICE FOR BALKANS. PARIS, Sept. 22.—The American ambulance field service announced today the formation of a section of ambulances to serve with the French army in the Balkans. The section will include thirty ambulances of the latest model.

With Medford trade is Medford made

GEARY DEFENDS AUCTION PLAN OF SELLING APPLES

(By ARTHUR M. GEARY.) The charges often made that although auction selling in the largest cities is the best method of distribution for Bartlett pears, prunes, cherries and other highly perishable fruits, it is not suitable for disposing of box apples.

The box apple is admittedly a better keeper than some of the fruits that now are sold regularly upon the fruit auctions. However, the America grapes, which are shipped to America in October and November and consumed the following spring; the Verdelli lemons, that are shipped from Sicily and kept for months, are also good keepers, as are the fall and winter pears.

The assistant manager of the California Fruit Growers' exchange is authority for the statement that oranges can be kept in cold storage for a couple of months, if necessary. The oranges are not, however, held back in cold storage for any great length of time, but are fed to the different auction markets and the small town and country private sale markets as rapidly as the supplies on hand make necessary.

Orange Growers Methods. The orange shippers realize that the growers lose when the rate of consumption is diminished by high prices and limited offerings, when there are many cars being held back. Even if the demand for oranges slackens and the prices go down, or if the supplies are so large that the prices are reduced, the steady flow of oranges into the markets continues, because the California shippers have learned by sad experience that nothing is gained and a great deal is lost by attempting to beat the law of supply and demand by artificially isolating markets from the supplies that are their proper share. Thus they avoid unnecessary gluts.

In the fact that oranges are stored on the trees while apples are picked in the fall and stored in warehouses there is no reason to support the statement often made by interested parties that apples cannot be sold successfully at auction. The trade of the different cities know that there will be a supply of oranges upon the auction market every sales day throughout the year, and the fact that they know that they will be able to buy on the morrow and a month and two months hence does not prevent their being keen to get the supplies needed. There are always some buyers at the auctions who must have supplies at once, and there are others who have invested in different brands and who are there to support the market and force their rivals to pay as much or more than they have paid.

Other Objections. Another objection that interested parties make to the use of the auction for box apples is that "apples are grown everywhere." Their explanation is as vague as is their criticism and certainly bumps hard against the fact that the fruit auctions in a number of the cities draw the whole fruit trade of the district to their daily sales, and if there is any demand for box apples in the city or surrounding territory it is found among the buyers at the auctions.

Apples are sold at auction to the advantage of the shipper in the European markets, Boston, in this country, has already become an auction market for box apples. This year other eastern auction markets are to have regular supplies of apples. There is every reason to believe that if half the intelligence is used by the shippers in feeding their supplies of apples to the auctions as has been used in their dealings with private sale houses, that auction selling will be found highly satisfactory to all shippers.

CHICAGO HOUSEWIVES FIGHT HIGHER PRICES

CHICAGO, Sept. 22.—Housewives of Chicago were called upon today to attend a mass meeting at which organization will be perfected to fight increases in the prices of foodstuffs. The announcement that bread is to be advanced from 5 to 6 cents a loaf resulted in the call for the meeting. "Men are interested in buying and selling for a profit. It is therefore folly to expect them to take any action," the call reads. "Women must put a stop to unwarranted increases and we alone can stop them."

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It Takes Nerve to Tell the Truth Conditions exist whereby there can be no waiting with this store These Are Absolute Facts This new fine fall stock is going to be placed out before the people of Southern Oregon and Must Be Sold at Once Creditors Must Be Satisfied

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HOSE 25c Children's Hose.....17c 25c Ladies' Hose.....17c 35c Ladies' Hose.....19c 35c Ladies' Cashmere Hose.....19c 50c Ladies' Hose.....29c 75c Ladies' Hose.....49c CORSETS 1.50 Corsets.....98c \$2.50 La Grecoque Corsets \$1.59 \$6.00 La Grecoque Corsets \$1.98 All fine Muslin and Silk Undergarments, everything in this store all ordered sold.

SUITS--COATS \$13.50 Newest Fall Coats.....\$8.98 \$15.00 Newest Fall Coats.....\$13.98 \$22.50 Newest Fall Coats.....\$15.98 \$30.00 Newest Fall Coats.....\$22.98 \$45.00 Newest Fall Coats.....\$29.98 \$67.50 Newest Fall Coats.....\$47.98 All ordered sold. Suits \$18.50 to \$22.50 Newest Fall Suits at \$14.98 \$27.50 to \$30.00 Newest Fall Suits at \$19.98 \$35.00 Newest Fall Suits.....\$23.98 \$40.00 Newest Fall Suits.....\$29.98 \$47.50 Newest Fall Suits.....\$36.98 Ladies' Coats of last season, \$22.50 to \$35.00, your choice.....\$6.89

UNION SUITS 75c Ladies' Union Suits.....59c \$1.25 Ladies' Union Suits.....98c \$1.50 Ladies' Union Suits.....\$1.13 \$2.50 Silk and Wool Union Suits at \$1.98 \$4.00 Silk and Wool Union Suits at \$2.98 BATH ROBES \$4.50 Bath Robes.....\$2.98 \$5.50 Bath Robes.....\$3.98 \$7.50 Bath Robes.....\$4.98 Now is the time to buy Children's Coats. All are ordered sold. A beautiful line of Kimonas—all must be sold.

PETTICOATS \$2.25 Sateen Petticoats.....\$1.19 at \$1.49 \$4.00 Petticoats, silk.....\$2.98 \$5.50 Petticoats, silk.....\$3.98 \$6.50 Petticoats, silk.....\$4.98 SWEATERS Gantner Matten and Bradley's Wool and Fiber Silk— \$4.50 Sweaters.....\$2.69 \$6.50 Sweaters.....\$3.98 \$8.50 Sweaters.....\$5.98 \$12.50 Sweaters.....\$8.69 \$2.75 Children's Sweaters \$1.78 Hundreds of articles too numerous to mention. All must go.

\$7.50 to \$18.50 Street Dresses Now \$1.98 Big Bargain Tables of Waists, values to \$4.00.....59c Big Bargain Tables of Waists, values to \$7.50.....\$1.98 Just Arrived Beautiful Georgette and Crepe de Chine Waists— \$5.00 values.....\$3.98 \$6.50 values.....\$4.98 \$7.50 values.....\$5.98 Hundreds of Middies, Waists, etc., all are ordered sold.

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