

CAUSES OF LOW PRICED FRUIT ARE EXPLAINED

E. L. Goodsell of Fruit Auction Co. of New York Gives Interesting Talk to Local Growers—One Way Sale Is Advocated.

E. L. Goodsell of New York city, manager of the foreign freight and brokerage departments of the Fruit Auction company delivered a very interesting and instructive address on marketing problems at the library this afternoon. He said in part:

With a smaller eastern crop of apples this season, that Medford apples and pears have sold for unremunerative prices makes it desirable to seek the causes for such conditions.

As a close student of marketing problems, I offer my solution of low prices to Medford fruit growers. Apples generally do not arrive in good condition in the New York markets. By this I mean with flavor and keeping qualities unimpaired. Therefore, the first important phase of the apple grower marketing profitably his crop, is efficient transportation.

The present constructed refrigerator cars can be vastly improved. Better insulation, by using cork instead of waste treated with chemical or other substitute would afford protection against freezing in going through "cold waves," and also against heating when warm weather prevails. A stable temperature would be maintained, very different from the 30 degrees variation, now common, during transit. A double valve on the waste pipes would prevent the entrance of outside air.

Always an advocate of using steamships for carrying western fruits to eastern seaboard markets as well as to Europe, I urge all interested to cooperate in establishing this service. The only type of steamer which will carry all fruit products 100 per cent efficiently has not yet been built, except by the United Fruit Co. As the latter use their steamers for their banana commerce, it is obvious that the needed steamers must be built. This can be brought about by guaranteeing to ship builders a sufficient tonnage for a period of years, at an agreed freight rate, or all coast interests, banking, commercial and producing could subscribe the necessary capital, construct and operate the line. My contention that as the prosperity of each Pacific coast state is vital to the banks and merchants of the state and as the soil produces that wealth, that the problem of waterway transportation is a personal one with each and every commercial interest in each producing state of the Pacific coast.

Steamers of the type which supply dry cold air in every chamber and equipped to keep that air pure, assure the apple growers a fair return on the investments, in respect to transportation.

Unsound apples at destination, whether caused by heat or cold, mean heavy losses to the producer. The history of marketing for many years past has been, a large proportion of the receipts does not arrive "commer-

cially" sound. This means, in a non-keeping condition so far as the consumer is concerned. Hence to continue old methods is to invite disaster.

Each interested section should cooperate with the local traffic association which in turn should join with the Coast Association headed by Mr. Whitcomb, president, who is also vice president of the California Fruit Growers Exchange and adopt their policy of action.

Marketing northwestern apples, so far as New York is concerned as conducted at present is inviting low prices. Part are sold at private sale and part at auction. This means apples are used to compete with apples in effecting sales, to the producer's loss. Apples should all be sold one way or the other, not both ways. Shippers can control this by their instructions.

As all bananas and California deciduous fruit and oranges sold in New York are disposed of at auction, and to the satisfaction of the importers and growers, it would appear that all apples, the next important fruit tonnage on the market, should be sold at auction.

Certainly if the United Fruit Co., the California Fruit Growers Exchange and the various organizations of deciduous fruits, all of which are prosperous and probably the most successfully conducted marketing companies in the world—use the New York Auction, apple shippers can safely follow such leaders.

The result of an experiment in shipping a cargo of Spanish grapes by a United Fruit Refrigerator steamer in October last, which I was enabled to make by courtesy of the United Fruit Co., will interest apple shippers. This cargo sold for about \$1.50 average per barrel higher than any other cargo of which there were about 15. The grapes arrived unheated and practically sound. Buyers in consequence were led to speculate and pay this great difference in price.

I believe under the same conditions apples would show the same results, as buyers would have confidence to buy and hold, which is not now the case.

The importance of growers loyally sustaining the organizations they market through cannot be underestimated. A grower who receives poor results frequently criticizes either the manager of his organization or his marketing agency. There is no question as to each shipping company engaged in distribution using his best efforts and experience and knowledge to pay the grower all it is possible to obtain. If condition of the product on arrival, or the market is low because of other conditions, to blame the distributor is very unjust.

Medford pear growers should use every effort to determine why Oregon Bartlett pears cut black at the core. That they do is the explanation why California sell higher. Another fact is that Bartlett's grown in Oregon do not have the keeping qualities that those grown in California have. It is possible that precooling prior to packing would correct both faults, which now lose pear growers of Medford each year considerable money.

Secy. Labor Davis Ill, Enters Sanitarium

BATTLE CREEK, Mich., Feb. 1.—The condition of Secretary of Labor Davis, who is confined to a local sanitarium, is not serious, attending physicians said today, explaining Mr. Davis had entered the institution for diagnosis of an old ailment. Secretary Davis expects to spend about a week here resting, it was stated.

UNITED MINERS READY TO JOIN R. ROAD LABOR

INDIANAPOLIS, Ind., Feb. 1.—The United Mine Workers of America are willing to "unreservedly pool their interests with the railway organizations and stand with them in resistance to the proposed attacks upon their wage schedules," John L. Lewis, international president of the miners, declared in a statement today.

The statement was made along with the announcement that invitations to participate in a meeting with the miners had been sent to officers of the 16 major organizations of railroad workers.

Mr. Lewis declared the railroad workers have been "compelled to accept inequitable wage reductions," and asserted propaganda now is being conducted on a gigantic scale to enforce further "unwarranted wage cuts upon them."

No date or place was suggested for holding the meeting.

SHANTUNG PROBLEM IS SETTLED

(Continued from Page One)

the naval treaty would make it difficult for any nation to "engage in the production of craft, which unfortunately are not included" in the naval agreement, and the submarine and chemical warfare supplemental treaty was then adopted.

Before adjournment Dr. Sze, head of the Chinese delegation, expressed the gratification of China over Mr. Balfour's promise that Great Britain would relinquish Wei-Hai-Wei.

Meetings of the Chinese Eastern railway sub-committee and the Far Eastern committee were called for later today.

After Secretary Hughes concluded, M. Sarraut began a speech in French, saying adhesion of France to the naval armament treaty is "sincere and confident."

"There are still mists hanging around and perhaps there may be some darkness left in which doubt, skepticism and after-thoughts may still be obscurely lurking," Mr. Sarraut said. "And this is precisely what should not be. For if that sort of impression were to persist, it would be the worst thing for the grand deed of considerable political and human importance that today we submit to the meditations of the world. It must not appear that this contract has been won from some of us through a kind of constraint and accepted against our own wishes," he declared.

Secretary Hughes gave a somewhat detailed review of the principal terms and stated that the original American proposal as to capital ships, while changed in details, had been adopted substantially.

"The integrity of the plan presented on behalf of the United States," said Secretary Hughes, has been maintained and the spirit in which that proposal was made and in which it was received has dominated the entire negotiations and brought them to a very successful conclusion.

Secretary Hughes, in closing said that no more necessary or significant treaty probably had ever been negotiated.

"Obviously it means an enormous saving of money," he said, "and the lifting of very heavy burdens from the people."

"This treaty absolutely ends the race in naval competition. At the same time it leaves the security of the powers unimpaired, but it means more. The best thing is the spirit manifested by which we were able to reach this conclusion.

"We are taking the greatest forward step to establish the reign of peace."

The Shantung treaty between China and Japan, consisting of eleven articles in addition to a number of annexes, provides for return by Japan to China of the territory and property in Shantung, as reported previously in Associated Press dispatches. The Japanese agreed to turn over the Shantung railway at a valuation of 53,000,000 gold marks, plus Japanese expenditures for permanent improvements, with allowances for depreciation, in return for Chinese treasury notes running 15 years, but redeemable within five years at the option of China.

Denver Slayer Arrested.

DENVER, Feb. 1.—W. W. Bradley of Cedar Hill, Tenn., sought since last November, in connection with the slaying of R. S. Draughn, wealthy citizen of Tennessee, and the wounding of Bradley's wife, was arrested here today.

JUDGE CROWELL PASSES AWAY

(Continued from Page One)

confidence and friendship of scholars in all walks.

In the heat and bitterness of the 1916 campaign, when partisan feeling ran high, Judge Crowell adopted, as a motto:

"Never argue politics with a friend."

He adhered to his self made injunction, while admitting he felt the call of political battle.

Judge Crowell was an influence in local affairs and politics, and many followed him. He was sound, conservative, and progressive, and gave his support to all worthy civic movements.

The funeral services will be held at the Weeks-Conger chapel, Friday, February 3rd, at 3:30 p. m., under

the auspices of the First Church of Christ Scientist.

The body will lie in state from 1 to 3:15 o'clock at the chapel, where it may be viewed by friends.

TREATY IS ACCEPTED

(Continued from Page One)

sels not specifically built as fighting ships nor taken in time of peace under government control for fighting purposes, "but which are employed in time of war to aid in police or otherwise to fighting ships," shall not be within the ten thousand ton limitation. Article twelve provides that no war vessel hereafter laid down other than

a capital ship shall carry guns in excess of eight-inch caliber.

Article thirteen provides that no vessel designated to be scrapped may be re-converted into a war vessel.

Merchant Ships Regulated

Article fourteen provides that no preparations shall be made in merchant ships in peace times for installations or armaments "for the purpose of converting ships into war vessels, other than the stiffening of decks for the mounting of guns not exceeding six inch caliber."

Article fifteen provides that no vessel of war constructed within the jurisdiction of the contracting powers for any other power shall exceed size and armament limitations of the treaty

and that in no case shall aircraft carriers constructed for a non-contracting power exceed 27,000 tons displacement.

Article sixteen provides that where warship building is undertaken within the jurisdiction of a contracting power for a non-contracting power, full information as to such ship shall be communicated to the other four contracting powers.

Being engaged in war, such power shall not use as a vessel of war any vessel of war which may be under construction within its jurisdiction for any other power or which may have been constructed within its jurisdiction for another power and not delivered.

Woman Blamed by Her Family

Restless, irritable, nervous, excitable and exacting is the charge against her by those nearest and dearest. How little they realize the struggle the overworked wife and mother is making to keep about and perform the hundred and one duties that devolve upon her! Every hour her headaches, backaches and pains drag her down until she can stand it no longer. Lydia E. Pinkham's Vegetable Compound has restored more women in this condition to health and happiness than any other medicine. The grateful letters we are continually publishing in this paper from women who have found health by its use, prove it.

New French Bakery

We have opened a new up-to-date bakery at 26 South Grape Street and make a full line of bakery goods including

French Pastries of All Kinds

We use no substitutes in the manufacture of our goods

Open for Business Thursday, Feb. 2

Star French Bakery

26 South Grape

Medford, Oregon



NEW SHOW TODAY!
WALLACE REID
in
'Too Much Speed!'
A story of love and racing cars, and a dare devil driver, who proved a fast worker in both. Filled with the thrill-and-laugh stuff that makes a moving picture move.
TWO REEL COMEDY
TOPICS OF THE DAY
Sunday DOROTHY DALTON
RIALTO
Sunday DOROTHY DALTON

DODGE BROTHERS

announce
a substantial reduction
in the prices of their cars
effective January 1st, 1922

Geo. L. Treichler Motor Co.
16-18 S. Fir St. Phone 304