

How to Select a Safe Fruit Shipping Company

(By Donald J. Kieffer)

California fruit shipping companies are making plans for the 1928 season. The decisions fruit and grape growers, as usual, are waiting to see what kind of a deal each of these concerns is going to offer them this time.

The tendency these last few years has been for the more reliable firms to steer away from real f. o. b. sales. While they do do this the average grower leans more and more toward the f. o. b. sale, getting more and more often by doing so. The number of such sales today which will offer to buy f. o. b., and which are good for their checks, is much smaller than five years ago. Growers simply risk their fruit by doing business with them. The least they can do is investigate the credit standing and the record of other years' business done by such buyers. Few ever do so.

Some old line companies go out to growers, offering "f. o. b. sales" which are nothing of the sort. An "f. o. b. sale" is only such when the grower is actually paid a fixed price before the fruit leaves his shipping point, or else when the shipping company actually has the fruit sold at the other end and the receiver has put up a substantial deposit on the car, and pays in full upon delivery, on the basis of shipping point inspection—not on inspection after delivery. What good is a promise of a shipping company to pay a fixed f. o. b. price, provided the delivered fruit arrives O. K., and brings a relatively higher price than that agreed upon. All the grower gets out of such a lucky gamble is the fixed price. But if the fruit sells, delivered, for less than enough to pay this "f. o. b. price," the grower gets nothing but excuses. The reason it frequently does sell for less is because the shipping company permits inspection at delivery point. In other words this shipping company gambles with his fruit and his money and he loses. This is just what most of the shipping firms mean when they say "f. o. b. sales," and disguise their sales contracts so the trusting grower thinks he has the real thing. It is actually easier to go out and sell growers' fruit stories than the real thing.

With the steady increase in shipments each year, it is wonder more growers choose to "play safe" with f. o. b. sales whenever they can. But this is just the reason that reliable, conservative concerns won't risk their own or their growers' money by buying f. o. b. stuff to speculate with. Such heavy competition magnifies the risk.

From studying this trend in affairs these last two seasons, we believe the average grower will get better service and actually collect more cash for his fruit by going to the best concern shipping concern operating in his community, and staying with it.

But when a grower does this he wants to be sure the firm of his choice does not use his money to do its business and speculate with. Unless such a concern can regularly make payments in full for the fruit within at least two weeks after the fruit is delivered, he can be pretty certain the outfit is holding back his money to pay somebody a little ahead of him or else it is being speculated with. In the latter case he may wait 30 days or longer. There are concerns today operating in Oregon which have hundreds of thousands of dollars in such speculative debts which they are carrying along by aid of patchwork loans and precarious financing schemes. Much of this grief they earned by using their growers' money for unsuccessful and outright speculation.

This goes on because the present laws allow such a concern to mingle the sale money from your fruit with their own. When they write checks they draw against your equity in their funds, as well as upon their own share. If they go broke, the creditors with the big bills, or perhaps the banks, foreclose on all the cash the company has. None of those dollars belonging to you are ever deposited separately in your name at the bank.

This brings us to the growers' trust fund idea. At two sessions of the legislature, the shipping concerns have been able to defeat this. Last time Governor Young pocket vetoed the bill, and signed only the one to regulate commission merchants, saying as he did so that if those affected by the latter bill refused to abide by it, he would sign a trust fund bill at the 1925 session. Things worked out as he was warned they would, and when the legislature meets again he will be called upon to pay his promise.

But meanwhile the 1925 crop of fruit has to be shipped before growers can expect any help from such a law.

This brings us back to earth to search out a practical example of how the growers' trust fund can be used. Perhaps the Stewart Fruit company has gone further than other firms and is doing it officially under public scrutiny. Two or three other concerns are doing the "same thing," except for one vital difference. Their money is never deposited separate from the company's. Ask them in which bank they keep their separate growers' trust fund and write that bank to verify it.

The court appointed a receiver two years ago for the Stewart Fruit company and the creditors decided the concern should go ahead and continue business under his direction. The court required every cent received from sales of growers' fruit to be deposited in the bank and that the grower then be paid first out of them, before the company deducted its money for shook, packing, com-

money in order to collect a debt from the company.

The other two or three concerns who are vying toward this same principle in safeguarding their patrons, do not happen to be under court jurisdiction. But they have sworn off an speculation which they happen to be the ones which do not have hanging over their heads any heavy burden of old speculation debts. This fact distinction for every grower to discover before signing up, whether or not the trust fund idea is covered.—Pacific Trib. Press, March 6, 1928.

Personal Items Central Point

Ralph La Voe spent Sunday at home turning to his work at Prospect Monday morning.

The evening of March 29th has been set by the Federated church board as the time for the yearly church meeting, when the business of the fiscal year is all finished and reports from all the departments are given. A general good time is always looked forward to at this meeting as it means a get-together of the entire church. The refreshments are to be under the auspices of the Ladies' Aid.

Mary Johnson and wife have purchased the residence near the Linnick home from Jack Southwell and are preparing to make it their future home.

Mr. and Mrs. Jim Crawford, son and daughter, Mrs. Cota and daughter Marion, Mr. and Mrs. East and Miss Eunice Glass spent Sunday at the home of Mr. and Mrs. Norman Marion. Miss Cota and Miss Crawford attended Sunday school in town. Miss Cota will remain at the Marion home to take care of Mrs. Mori after the departure of Mrs. Johnson, who has been there thru the winter.

Robert Moore, who is a visitor at the Emil Britt home in Jacksonville one day last week.

Dr. Palmerlee of Grants Pass was in town looking after his patients.

Mrs. Minnie Love has been quite ill at her home the last few days, having been threatened with pneumonia, but she is better at present. Dr. Chisholm of Gold Hill was the attending physician.

Mr. and Mrs. Lyle Dawson and small son, Bobby, arrived here Monday evening for a short visit with Mrs. Dawson's sister, Mrs. La Voe. They are enroute from Portland to San Francisco where Mr. Dawson has accepted a position and where they will make their future home.

The company for whom Mr. Dawson has been working gave him a farewell reception the night he left in appreciation of his work for them. Mrs. Dawson was presented with a ring while she received a lovely bouquet of flowers.

Mr. Snyder, a friend of Mrs. Mattie Parker's people in Portland spent a few hours visiting her Friday morning, then continued on his way to Klamath Falls.

Mrs. Annie Johnson left Tuesday evening for a short visit with the late Crawford family before starting Thursday morning for her home in Glenora, North Dakota. Mrs. Johnson has been here for several months taking care of her sister, Mrs. Norman Marion. Mrs. Johnson will also stop at Portland and other places for short visits with friends.

Mr. and Mrs. Arthur Webster went to Sams Valley Sunday afternoon to attend the services being held there by Rev. Johnston of the Faith Home in California and Rev. Randall, district Union Sunday School superintendent.

Mr. and Mrs. Coad went to Ruth Sunday afternoon to conduct the Sunday school services there.

Chas. Heymalhauch and the Misses Amy Hanson and Ruth Webster went to Agate Sunday afternoon to conduct the Sunday school services there.

The ladies bible class of the Union church held their class meeting at the Anderson home at Seven Oaks Wednesday afternoon, with over thirty present. Refreshments were served and every one had an enjoyable as well as profitable time. The next class is to be held at the home of the class president, Mrs. Roy Nichols. Mrs. Maggie Bowman is staying in Jacksonville at the Jenkins sanitarium for several days' treatment. Billy Bowman is staying with his grandmother, Mrs. Geo. Ross.

J. E. Boswell, who returned to Yreka on account of Saturday's rush in the barber business, was detained on account of absence in the head.

Arthur Webster, local truck driver for the Copco, has been dispatched south of Ashland to haul the crew back and forth to the new telephone line the Copco is putting in, so is obliged to stay through the week, out Sunday at home and was here to discharge his duties as Sunday school superintendent.

Mrs. Tracy and daughter, Edith and Ernestine, went flower picking Friday afternoon and brought some of the first lamb tongues of the season to town.

The high school pupils are the proud possessors of new blue and maroon caps. This is the first time Central Point has ever exhibited their colors in this way and this time they are doing it upright.

The time for the Willamette University Girls' Glee club is approaching and many of our people are looking forward to a real treat March 27, at the high school auditorium. Arrangements are being made with the ladies of the community to entertain the young ladies of the glee club in their homes during their stay in our town.

Mr. and Mrs. Ed Strohmier were calling on the sick in town last Thursday.

Edward Jones, who has been seriously ill with pneumonia, is on the way to recovery.

Harry Hedgcock returned to Gazelle Sunday afternoon, where he is engaged in work on a dairy ranch. He has been home for a week's visit.

Mrs. Fox has been on the sick list this week.

Mr. Swartz, Mrs. Herring and small son, and Mrs. J. L. Burdick were Medford visitors Saturday.

Several of the young people have been enjoying the Medford skating rink, which has just opened.

Miss Eva Adams is staying at the Tuttle ranch in Table Rock.

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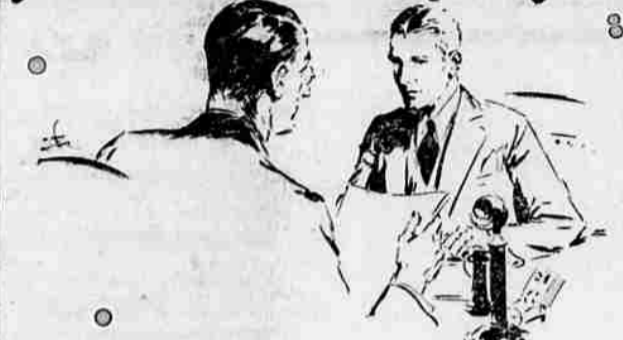
Remember, Joint-Ease is for ailments of the joints, whether in a neck, arch, knee, hip, elbow, shoulder or finger and when you rub it on, you may expect gratifying results.

It is now on sale at drugists everywhere in America for one cent a tube.

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