

How to Select a Safe Fruit Shipping Company

(By Donald L. Kieffer)

California fruit shipping companies are making plans for the 1928 season. The decisions fruit shippers are making, 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 the f. o. b. sales. While they do do the average grower leans more and more toward the f. o. b. sale, getting stung more and more often by doing so. The number of outfits 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 grower can do better if he can do it on a 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 price before the fruit is actually shipped? Such a promise is 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 either event 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 grower thinks he has the best 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, no 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. fruit 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 consignment shipping concern operating in his community, and actually collecting for him. But a grower does this if 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. If he has somebody in the ahead of him or else it is being speculated with. In the latter case he may wait 90 days or longer. There are concerns today operating in California which have hundreds of thousands of dollars of old speculative debts which they are carrying along by aid of patchwork loans and precarious financing schemes. Many of these outfits are earning big money by getting their 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 elected by the latter bill refused to abide by it, he would sign a trust fund bill at the 1929 session. Things worked out as his own warners would, and when the legislature meets again he will be called upon to sign his promise.

While the 1928 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 some further with its application 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: your money is not deposited separately 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 called upon to pay his promise. 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 this, be-

APPLIGATE AUTO WRECKED BY CALF, LATTER IS KILLED

APPLIGATE, March 15.—When driving on the lower Applegate road Sunday evening, Bernard Wright accidentally ran over and killed a yearling calf belonging to Edward Kubli. Mr. Wright was uninjured, but the car was badly damaged and was taken to town the next day for repairs.

H. H. Farley left for Eugene Saturday, after a week's visit with friends in this section.

After spending 30 anxious hours, Mrs. Leep of Ashland drove to Applegate last Thursday to meet her husband, who had been reported lost in the mountains. Leep had driven to Waagner Gap the morning before and hiked through the mountains on a prospecting trip. When night came he was so far down the Applegate side that he spent the night at a farm house and it was noon the next day before he reached a telephone at the farm house to inform his relatives of his safety and was very much surprised to find his friends had formed a searching party and were combing the mountains for a trace of the supposedly lost man. As Mr. Leep is the least to suffer, it is presumed that treats were in order on their arrival in Ashland.

There is no school in Little Applegate school on Friday, the board having granted the teacher, Mrs. Effie Thurston, the day to attend visiting day and teachers' meeting at the Nell Creek school, arranged by School Superintendent Carter.

Having motored from Forest Grove, Mrs. Marie Pollock is spending the week with her daughter, Miss Ronna Pollock at the Miles Cantrell home.

Mrs. P. C. Garrett of Oakland, Cal., in company with Mr. and Mrs. Clarence Fry of Medford visited Monday at A. S. Kleinhammers. Mrs. Garrett is a sister of Mrs. Kleinhammer and is a former resident of Ashland.

J. C. Case of Medford made a business trip to Little Applegate on Tuesday.

Mrs. Dora Saltmarsh is at home after spending an enjoyable two months in Portland with her sister, Mrs. Carrie Dougherty.

Lee Boyd, a junior in the Ashland high school, spent the weekend with Little Applegate friends. Glen Saltmarsh and wife and children, Earl and Hazel, were dinner guests at the John Cantrell home in Medford on Sunday. The dinner was in honor of Mr. Cantrell's birthday. Other guests were Mrs. Sarah Cantrell of Jacksonville, Mr. and Mrs. Gene Cantrell of Medford and Mrs. Dora Saltmarsh.

CATTLE TURNED OUT ON RANGE AT LAKE CREEK

LAKE CREEK, Mar. 15.—The grass is starting pretty good in the low lands and the farmers are busy marking and branding their cattle and turning them out, as they have been feeding them some time.

Mrs. H. H. Fox is with her son Curtis, who is ill at the sanitarium in Jacksonville.

J. C. Culbertson has been looking for a buyer for his sheep the past few days.

Mr. and Mrs. Maxfield of Brownsboro are spending some time at the A. J. Grissom ranch. Win Chapman was a business visitor in Medford Monday.

J. G. McCullister was down at the Chas. Terrill ranch a couple of days this week.

Henry Peck has been on the sick list a few days.

Mr. DeFue has purchased several fruit trees to start a family orchard.

Eric Nygren has been spending a few days at the home of his sister-in-law, Mrs. Lou Welch, while the latter is in Ashland to be near her husband, who is in the hospital. They expect to bring Mr. Welch home this week, but he will have to remain quietly in bed for some time.

It will be a long time before he will be able to attend to his farm duties. Some old-time neighbors, whose names were Marlow and who lived in the Salt Creek neighborhood, visited Lake Creek Sunday. They would have liked to visit all their former acquaintances, but their time was limited so had to be content with a look over their old stamping ground, and hope to come again.

Mrs. Maysel Hoefft spent the week-end with her mother, Mrs. Jennie Meehan, at Medford.

Wallace Ragdale and Miss Edith Gore were callers at the H. L. Tonn home Friday evening.

Mrs. Roy Grissby and son Donald spent Thursday and Friday visiting Mr. and Mrs. H. L. Tonn and Harry.

Mr. and Mrs. C. R. Moore motored to Sams Valley Tuesday to see Mr. Moore's brother, who is very sick.

The whole community was saddened by the death of Uncle George Frey, who passed away Sunday afternoon from pneumonia.

A large number of friends and relatives went to Medford Tuesday to attend the funeral which was held at that place.

Mrs. Media Strahan, who spent last week with her parents, Mr. and Mrs. W. Y. Marshall, returned to her home at Eagle Point Saturday.

Mr. and Mrs. C. R. Moore motored to Sams Valley Tuesday to see Mr. Moore's brother, who is very sick.

ROCK POINT IS ALL READY FOR FROST FIGHTING

ROCK POINT, Mar. 15.—The Del Rio orchard is erecting a platform for a new water tank. This platform is to be 30 feet in height and will hold a 500-gallon tank.

Mrs. J. E. Robbins and Mrs. C. L. Robbins spent Wednesday at the home of Mrs. Samuel Chisholm in Blackwell hill.

The smudgepots are all out and filled at the Del Rio orchard.

Mr. D. D. Good from Ashland spent Monday and Tuesday at the home of her brother, J. E. Robbins.

Mrs. B. M. Rogers, Mrs. S. C. Reeder and Mrs. Ray Peterson were Wednesday at the home of Mrs. Rogers' daughter, Mrs. P. L. Sarahan.

The Zimmerman brothers, who operate a sawmill on Poots creek, were business visitors at the Del Rio orchard on Tuesday.

Mr. and Mrs. G. G. Robbins and family, accompanied by Mrs. Rose Heymond, were Medford callers on Saturday.

Mrs. Alice Brownning and daughter Eleanor and Robert Smith of Phoenix spent Wednesday at the home of Mr. and Mrs. G. G. Robbins.

B. E. Adams, Richard Adams, Paul Thompson, Wm. Ferguson and Fred Kellogg attended encampment at Grants Pass on Friday night.

Mr. and Mrs. E. R. Strahan and family of Rogue River were Sunday evening guests at the home of their son, P. L. Strahan.

Mr. and Mrs. Sam Chisholm of Blackwell hill were pleasant callers at the Hammer home on Sunday.

Mr. and Mrs. Fred Kellogg and son Warren were callers on relatives at Agate and Medford Sunday.

Mr. and Mrs. Geo. Woodcock of Rogue River were visiting with Mr. and Mrs. P. L. Strahan on Monday evening.

Mrs. T. A. Henderson and Mrs. Kellogg spent Wednesday in Gold Hill, where they attended the dinner and meeting of the W. R. C.

In Illinois Fight

SALEM, Ore., March 16.—(AP)—The stock selling permit of the New Service Laundries, Inc., which is establishing a plant at Roseburg is in no danger of cancellation on the basis of present showing. It was stated today at the offices of the state corporation department.

Complaint reached the department a few days ago from the State Laundry association that certain claims made in the concern's advertising, particularly in reference to a statement implying that a seven per cent dividend had been paid on the entire capital stock.

The laundry company's attorney was here yesterday and said that dividends on preferred stock have been paid to January 1 last and that the brokers handling the stock sales are responsible for the misleading feature.

The department has demanded that the firm comply with the law by submitting all stock selling advertisements to the corporation commissioner before publication.

Files for Legislature.

SALEM, Ore., Mar. 15.—(AP)—George R. Roberts of Reith has filed with the secretary of state his declaration as a candidate for the public nomination for representative in the legislature for Umatilla and Morrow counties.

John L. Foote of St. Helens has filed for the republican nomination for district attorney of Clatsop county. He is the incumbent.

SERVICE LAUNDRY GETS IN TROUBLE OVER STOCK ADS

SALEM, Ore., March 16.—(AP)—The stock selling permit of the New Service Laundries, Inc., which is establishing a plant at Roseburg is in no danger of cancellation on the basis of present showing. It was stated today at the offices of the state corporation department.

Complaint reached the department a few days ago from the State Laundry association that certain claims made in the concern's advertising, particularly in reference to a statement implying that a seven per cent dividend had been paid on the entire capital stock.

The laundry company's attorney was here yesterday and said that dividends on preferred stock have been paid to January 1 last and that the brokers handling the stock sales are responsible for the misleading feature.

The department has demanded that the firm comply with the law by submitting all stock selling advertisements to the corporation commissioner before publication.

Files for Legislature.

SALEM, Ore., Mar. 15.—(AP)—George R. Roberts of Reith has filed with the secretary of state his declaration as a candidate for the public nomination for representative in the legislature for Umatilla and Morrow counties.

John L. Foote of St. Helens has filed for the republican nomination for district attorney of Clatsop county. He is the incumbent.



Louis L. Emmerson, Illinois secretary of state, has received the endorsement of the forces opposing Gov. Len Small in his race for the governorship.

DALLES JUDGE OUSTED, PREJUDICE CLAIMED

SALEM, Ore., Mar. 16.—(AP)—An affidavit of prejudice filed against Judge Fred W. Wilson of the Dalles in the French and company habeas case has caused Chief Justice Rand of the supreme court to resign Judge George R. Bagley of Hillsboro to try that case.

The case will begin Monday, March 26. On the same date Judge Wilson will sit at Hillsboro for Judge Bagley.

Judge W. A. Ekwall has been assigned to Astoria Saturday, March 24, to take care of any circuit court matters needing attention. He will sit for Judge J. A. Eakin, who is still ill.

Buck Liewallen Home.

PENDLETON, Ore., Mar. 16.—(AP)—Buck Liewallen, Oregon state traffic officer in this district, and one of the captors of William Edward Hickman, returned home today after about three months spent in the south, in connection with the case.

Personal Items Central Point

Gus Morris, a well known Central Point man, passed away at his home early Sunday morning after about a week's siege of pneumonia. Mr. Morris had lived in the Central Point and Antelope country since a boy and was well liked by those who knew him. For the past several years he has been employed on the Love ranch. He leaves a sister, Mrs. May Jacobs and a brother, Wm. Morris, both living in Central Point. The funeral services were held Wednesday afternoon from the Conger funeral parlors in Medford. Many old friends were present to pay their last tribute of respect and the family has the sympathy of the entire community.

Gordon Atchley, a well known young man, who attended high school here a few years ago, and the son of Rev. Atchley, former pastor of the Christian church, spent Saturday in town visiting Carl Boswell and other old school friends. He and two other young men motored down to Eugene Saturday morning, at which place he has resided since leaving Central Point about four years ago. He is employed by a music house and is also a radio agent. Since leaving Central Point he has married and has a little boy, but is the same Gordon.

Mr. and Mrs. Adrian Emmerson and baby girl are with Mrs. Thompson's parents, Mr. and Mrs. De Grisham, for a time, on account of the poor health of Mrs. Thompson. She has been taking treatments at the Jacksonville hospital and is improving.

NORMAL NOTES

ASHLAND, Mar. 16.—Eight members of the Normal School basketball squad were awarded letters by the directors of the associated student board recently. Four of the men will receive sweaters as they were not members of the football squad last fall and have received sweaters this year. Only one sweater a year is awarded by the school to each player. The men receiving letters for basketball are: Harry May, Cleon Caldwell, Vern Spiers, Babe Wirth, forwards; Homer Dickson, center; Marshall Shields, Chas. Spears and Rudy Coleman, guards.

Wirth, Caldwell, Coleman and Spiers will receive sweaters. This team made the following record: Won nine of the 14 games played and scored a total of 457 points compared with their opponents' records of 356.

Karl Douglas, professor in education at the University of Oregon, addressed the student body of the Southern Oregon normal Friday morning, March 2.

Professor Douglas spoke on the "Mistakes Made by Teachers." He stated that many teachers failed to give time to keeping up on the new methods of teaching and did not find time to improve themselves professionally. He urged the students against this.

The Southern Oregon Normal orchestra entertained the student body at this assembly by a number of excellent selections. The members of the orchestra are: Dorthea Morgan, V. Brown, Floy Young, violins; Rose Aiken, cello.

Fired... because he was always tired

IN EVERY walk of life you'll meet the "Howdy Bills" . . . men and women who are losing out because they are forever tired. Young people they often are, in age—but old in energy. They try hard enough—but they are serving constipation too. The dread disease that can rob the strongest body of strength. That kills initiative. Wrecks health. That often handicaps with lasting disease.

And isn't it a pity when a simple, healthful cereal could bring relief all the while? Kellogg's ALL-BRAN is guaranteed to relieve constipation promptly and safely. More—to prevent it from the start.

Nothing less than "ALL-BRAN" is 100% effective

Bulk or roughage relieves constipation naturally. ALL-BRAN furnishes healthful bulk in generous quantity because it is 100% bran. This bulk absorbs moisture and distributes it through the digestive system. Gently distending the intestines—exercising them—sweeping out wastes and poisons. In a part-bran product the quantity of bulk is seldom sufficient to completely perform this work. That is why doctors recommend ALL-BRAN. Because it is 100% bran and accomplishes 100% results.

Different from unnatural pills

ALL-BRAN works as nature works. How much better than habit-forming drugs and laxatives whose dose must be constantly increased to remain effective—and which sometimes injure the system.

Kellogg's ALL-BRAN is an inviting, healthful cereal to eat with milk or cream. Delicious with fruits or honey added. Sprinkle it into soups too. Use it in cooking—recipes on package. Mix it with other cereals. Just eat two tablespoons daily—chronic cases, with every meal.

For health's sake, be sure you get genuine Kellogg's—the original ALL-BRAN. Don't take chances with part-bran substitutes. At best, they can be but partially effective. ALL-BRAN is sold by all grocers. Served at hotels, cafeterias. On diners. Made by Kellogg in Battle Creek.



Guaranteed! Kellogg's ALL-BRAN is sold with this definite guarantee: Eat 2 according to directions. If it does not relieve constipation safely, we will refund the purchase price.



KG BAKING POWDER

25 ounces for 25c
More than a pound and a half for a quarter

Same Price for over 35 years

GUARANTEED PURE
Millions of pounds used by the Government

SANDINO PROTESTS AGAINST INVASION

WASHINGTON, Mar. 16.—(AP)—The occasional pleas in congress for withdrawal from Nicaragua of the American marines now hounded down "General" Sandino in an effort to restore peace, has been added to by one from Sandino himself.

Signed "For the fatherland and liberty, A. C. Sandino," the message addressed to the senate, said:

"In the name of the Nicaraguan people I protest against the continued barbarism of your forces in my country, such as the recent total destruction of the town of Quilal. I shall never recognize a government imposed by a foreign power. I demand the immediate withdrawal of the invading troops."

Lesson No. 11

Question: How does emulsified cod-liver oil increase the efficiency of milk as a protection against rickets?

Answer: Milk is deficient in rickets-preventing vitamin. A little emulsified cod-liver oil added to or taken with milk makes it a more perfect vitamin-food. Give it as SCOTT'S EMULSION

THE WORLD IS THE SOURCE OF THE ASSOCIATED PRESS NEWS

General news, sports or markets—Read it in this newspaper—It publishes all of the local news and the world news of The Associated Press