

must be self sustaining. Otherwise it will fail when the prop is removed. It is our belief that if beets in sufficient quantity and rich in sugar can be grown here capital will come to work them up, bounty or no bounty. Let's be ready for such a thing anyway.

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Walla Walla people are jubilant over their fruit prospects for next fall. It's a little too early to crow, some may say, but there is little danger of an adverse turn in the outlook. The trees are now in splendid order and the soil is moist and cold. It is the "on" year for apples all through that region and peach buds are all right. This seems to be the talk all over the eastern Washington. The last freeze up has dispelled all fear in this particular neighborhood that warm weather might induce too early swelling of the fruit buds. Considering the commercial results promised at Spokane in this connection, who can wonder that the owners of bearing orchards in eastern Washington are in high glee?

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The very air of the northwest is filled with the stir of organization and co-operation. If our eastern brothers could see here the realization of their dreams as it is now being brought about by the hustling, restless, resistless rustlers of the newer west, how they would rejoice and what hosts of them would gladly join their brothers in the development of this land of promise! Localities are organizing; these are uniting in greater regional associations; the latter into state societies and the states into organizations covering the whole Pacific northwest. And the state government boards, railroads and corporations and great land companies all join in lending a helping hand in the work. All men of parts see plainly in this clearer atmosphere that the greatest good for the greatest number is also the greatest good of the individual. God speed the work.

#### THE RATE OF TRANSPORTATION.

The transportation committee of the northwest fruit growers' convention reported in effect as follows:

The Northern Pacific, Union Pacific and Great Northern railroads say that they will give us the same rates to common points east as are now enjoyed by California shippers, with the additional advantage of having refrigerator cars without extra cost, while California has to pay \$100 to \$125 a car to the refrigerator car companies. They will also run refrigerator cars at regular intervals from Portland to St. Paul, with charges above through rates only enough to pay for necessary ice. Also to load a car, to fill it, at different points, for through shipment, without extra charge, that is at one through rate for the full car. They also promised that rates on apples would be made that would enable us to compete

with eastern growers in eastern markets.—D. E. Lesh, chairman.

We understand that the railroad men also promised that central Washington should have a rate on fruit shipped east, 10 or 12 cents per cwt less than from west of the Cascades. Mr. Lesh has stated since the report of his committee (made in his absence) that only the Union Pacific promised the free refrigerator cars, but he thought the Northern Pacific would grant the same favor. Mr. Moore of the Northern Pacific is a frank, straightforward man, and requested THE RANCH to correct the impression that he had agreed to the practically free refrigerator service. We are assured that he will do all in his power for the industry.

#### ORGANIZATION AND CO-OPERATION.

G. W. Barnett, President of the National League of Commission Merchants, Before the Fruit Growers' Convention.

In the present condition of the world co-operation is a necessity of life. Men are but units and are treated as such. It is only when concerted effort is brought to bear that anything worth while is effected. It is so in all affairs of mankind. In railroads and all transportation, in manufactures, in trades unions, in the churches, in all the varied phases of life is this truth apparent. If these are self-evident, is it possible that single fruit growers can accomplish much acting individually? In every organization some individual rights must be surrendered, that the common rights of all, and so each one personally, may in the end receive the greater benefit.

The most successful fruit shippers' organization that I know of is at Vaccaville, California. The constitution is simple, only sufficient to protect individual rights. Its board of directors is elected each year, and these elect a general manager for the year who manages the shipments under the advice of the directors. The capital stock is nominal (\$5,000, of which but 10 per cent. was paid in), enough to give it legal standing. During the shipping season the date of departure of cars is announced and members bring in their products accordingly, packed accurately to agreed on standards, and put into the car under the supervision of the manager.

The manager then sends the car where his advices tell him is the best point to ship to, he having constant communication with the dealers in the chief markets of the country. One dealer is selected in Chicago, New York and other large cities, and a contract made in advance with him for all the association's shipments to that market for the season. The dealer pays for this exclusive privilege by a rebate on his commissions, which rebate suffices to run the association, and pays a profit upon its capital stock.

The contract is essential to proper work and best results. It is so made that thirty days' notice is required from either party for its abrogation. It is not just to either side that it should make preparations for

a certain course and then be dropped without due notice. To get something, you must give something. Set your mark high and don't lower your standard.

In a later personal interview with THE RANCH editor Mr. Barnett explained further concerning the Vaccaville association's methods and results, the B.'s house (Barnett Bros.), being its Chicago agents. It is entitled California Fruit Association. The \$500 of paid in capital sufficed to build a shipping shed over the railroad sidetracks, and other preliminary expenses. The manager is paid a salary when engaged in the work, and is absolute within prescribed limits. B. contracts to handle the products in Chicago, selling on an 8 per cent. commission, and gives a rebate of 2 per cent. on the gross sales, from the commission, which pays the association for expenses of loading, manager's salary, etc.

On the day of receipt in Chicago the fruit is sold through the league auction houses, and a report of the sale telegraphed to the shippers. On the following day Barnett's cashier sends a statement of sales at the gross prices, for each individual represented, with a draft for each item made payable to the association on account of the shipper, less 8 per cent. and the freight and loading charges at the home end. The freight bills are returned as vouchers. With these is also sent a general statement of the total shipment, with a draft for the rebate, 2 per cent. on gross sale, and the amount of loading charges, which goes into the treasury of the association. The association charges 1 or 2 cents a package for loading, and by this system of remittances the settlements are easily made and each member's account kept constantly separate. The rebate and the loading charges are the association's revenue, and in the Vaccaville case have paid all expenses and also a handsome dividend to the stockholders. Telegraphing is at the expense of the party requesting it. At Vaccaville a code is in use by which reports of sales are received on the day when made in the distant market, and posted up so that all may know what their fruit has realized. The auction house is paid 3½ per cent., leaving the commission men only 2½ per cent.—surely a moderate charge for honest work. And under the auction system, which we will describe later, there is little chance of fraud. Last year Vaccaville shipped over 100 car loads of fruit and averaged over \$900 per car gross, and about \$425 net.

E. H. L.

[Many other interesting and valuable facts about marketing were gathered at the convention, which will be published in THE RANCH in coming weeks.—Ed.]

The man who has a flock of sheep should not be satisfied with merely keeping the animals alive. He ought, even in these times of depression of the sheep industry, to obtain a profit from them. In order to do this it is not necessary to cut down expenses to the lowest possible point.