

THE FRUIT-GROWERS' CONVENTION.

Question of Consolidated Auctions Warmly Debated.

The Raisin Industry, Transportation and Ventilator Service Receive Due Attention.

The attendance at the Fruit-Growers' Convention yesterday morning showed quite a perceptible increase over that of the day before, and the sun shown in the Assembly Chamber, giving it a more cheerful appearance and enlivening the proceedings.

Mr. Weinstein offered a resolution reciting that resolutions having been passed for the perpetuation of the California Fruit-Growers' and Shippers' Association and the carrying out of the consolidated auction plan, a committee of conference, consisting of seven, be chosen, representing each of the separate interests; that the committee should meet at an early day and shall request the attendance of all interested parties, in order to harmonize the conflicting interests; also, that all fruit-growers, shippers and others interested are requested to give all information and aid toward the establishment of consolidated auction rooms in each of the Eastern cities, free and open to all auctioneers and buyers.

H. D. Stephens, who had not been present the day before, opposed the resolutions. He said that he was opposed to any action that would centralize the fruit products of California and put them in the powers of the trustees in the State. There is probably no territory on the face of the globe of the same size that possesses equal capability to produce wealth to the produce of this fact does not carry with it that effect. On the contrary, the growers do not amass wealth, but, instead, the mortgages on their places are increasing, and it is only by the sale of their farms that their farms must pass from their possession.

He was not willing to place his property interests in the hands of one or two men—for this is always the custom in all corporations. The richest members always take the lead and absorb to themselves riches. That is human nature. If the growers would act for themselves, as the growers on the Sacramento River, and appoint their own agent to attend to their business for them, they would realize better prices and receive a fair return for their labor. By the plan proposed by Mr. Weinstein, the fruit would be practically placed in the same hands in which it had been, and of which so much complaint has been made. During the past season car after car of fruit had been dumped on top of his fruit in New York and Boston, while the markets at Kansas City and other Western towns were bare. He mentioned this to show the methods that were being employed to crush the competition, as he believed the fruit went there because he had shipped to that point.

The schedules that were published said so many cars to New York, so many to Boston, and so many to "other points." The cars sent to "other points" were, he believed, reserved to be sent to points to which no consignments had been secured, in order to break down what they were pleased to term "the opposition," and dump them on top of his fruit that had been sent there.

He had spoken here because he had wished to be accused of acting in bad faith. He proposed, however, to take care of his property and his family, and not to turn his property over to two or three individuals to manage for him. If their management during the past year, which was a most successful one, has been so disastrous to many of the growers, what will it be in a year or two more, when the crop will be much larger? How are the growers to be independent and forward to term "the shippers hold crop mortgages over them, which compel them to ship with the mortgage?"

The five-day fast service that was claimed last year would be a panacea for all evils, was in the interest of the large grower only and cinched the small growers, because it ran only to Chicago. Had it run to New York and Boston, it would have been different, but the big grower could detach his three or four carloads and send it on East, while the small growers' fruit was left behind.

As regards consolidated auctions, he favored a single auction and thought everybody else did. But when the auction-room in New York was changed, the room that was selected for the inconvenient place was changed, but the new one could only be reached by one railroad line, and it was not improbable, he thought, that the shipping managers and the sea had been able to come to an understanding by which better facilities for shipping by that route were afforded.

He gave some figures as to the relative amount of fruit handled by the Erie and West Shore roads, and claimed that the fruit carried by the former realized the better prices. If the convention wished he would read figures to prove it. He said that the prices brought by fruit shipped from his locality only and sold at the two auction-rooms, that at the Erie fetching the best prices.

Abraham Block said he would appeal to the gentleman to come to the assistance of those who, as he had said, had \$50,000 or \$75,000 mortgages on their places. He begged him not to build up another organization, but to come in with them and put his shoulder to the wheel. He, himself, would gladly stand aside and let Mr. Stephens take his place as director and help to save the growers.

T. Madely asked if, as had been stated by a shipper to him, the ventilated car service was of no value beyond Chicago.

Mr. Weinstein said that Mr. Stephens had stated his reasons for opposing the Fruit-Growers' Association. He had not been able to see that Mr. Stephens had pointed out any way by which the state of affairs could be remedied. Some of his remarks had cast reflections upon the managers of the association and he could not allow them to go uncontradicted.

One of his statements was that the association was under the control of three or four persons and that he did not propose to place his business under their control. The grower who joins in the association gives up none of his rights, but has the privilege of selecting his own receiver and auctioneer, could go himself or could combine with his neighbors and send their own agent to the Erie and West Shore, they cut no figure, as it is a matter of indifference, with only one auction room. Mr. Stephens' grapes bring higher prices than those of other shippers because, as one of the dealers told the speaker, he could depend on them, every time, and the people wanted them. Mr. Stephens puts brains and conscience into his packages, and that is what sells.

In regard to the statement that the managers of the association had dumped fruit on top of his in the Eastern markets in order to break down prices, he denied any such purpose. He claimed that the association shipped less to New York this season than last, while its opponents shipped more, and were therefore responsible for any fall in prices. In regard to cars shipped to "other points," the railroad company had, he said, furnished the association with information about shipments, and several shipping firms objected, on the ground that it gave association members a chance to cut in on their market at small points. A consultation of all parties concerned was held, and it was agreed to bulk the small shipments together as to "other points," in order that the markets in small places might not be disturbed and no one's interests suffer.

The organization of the association is beneficial to the small grower, as it gives him a chance to have his fruit sent and handled for him. It is better, of course, for the grower to be independent, if he can, but that cannot be. He wanted to see competition, but he wanted it in such shape as would bring buyers together and thus realize the best prices. Through the association, as he had shown, there is no chance for monopoly in railroads, receivers or auctioneers, except through merit, that will throw business into one channel.

Mr. Aikin said that the preamble was no part of the resolution and if that were stricken out, he could not see what Mr. Stephens objected to in the resolution. Mr. Stephens said that the preamble foreshadows the substance of the resolution. It condemns the contentions of the past year, of which he had been a part, and he would not condemn himself. Mr. Weinstein said that as he also was part of those contentions, he was also in the same boat.

Mr. Stephens said that Mr. Weinstein was mistaken, as he had represented the association and had inaugurated no contentions. He denied Mr. Weinstein's statement that members could only ship over the West Shore road and could consign to only one receiver in shipping over that road. He was willing to do the condition of things for the past few years, provided he did not have to surrender his rights, and he could not condemn himself by voting for the resolution.

Mr. Stephens objected to the preamble and to the resolutions, he would withdraw the preamble and leave only the resolutions to be voted on. Mr. Stephens suggested the elimination also of part of the last paragraph, relating to auctions, and Mr. Weinstein consented, and the resolution was passed unanimously.

Mr. Aikin moved that a committee of three on resolutions to the memory of the late L. W. Buck, be appointed, and the motion was carried. It was decided to hold an evening session for continuation of discussion of the morning's subject and a recess was taken till 1:30 p. m.

Afternoon Session. In the afternoon the chair appointed a committee of three to arrange for the excursion to Polson on Saturday, consisting of A. P. Hall, George C. Roding and J. T. Buck.

For the Committee on Memorial he appointed William M. Aiken of Wrights, A. Block of San Jose and R. H. Hewitt of Los Angeles.

The subject of transportation and freight rates on green and dried fruits was then taken up, the first paper being that of W. B. Gester of Newcastle, on "Expedited Ventilator Service."

Has paper was to the effect that the ventilator car service which has been given last year by the railroad company, for the purpose of making a five-day quick time trip, had not been used to greater extent by the growers for the reason that it was not so profitable or safe as refrigeration beyond Chicago, or in case of any unavoidable delay. He thought that next year, with a full crop of Bartlett pears, unless the expedited ventilated car service was utilized to carry them to Eastern points, the growers would not realize much from it.

He summed it up by saying that the refrigerator service was expensive, and that for long distances and where a carload was made up from different stations, and that ventilator service was cheap and good for short distances, but not safe for long ones.

A paper on "Transportation" was read by B. N. Rowley of San Francisco. He spoke of the splendid service given by the railroad and refrigerator car companies in 1895, but he expressed any prospect that the growers would be able to obtain any less rates next year than this. Much of his paper was of a statistical nature, relating to the number of carloads shipped and the expense of transportation, and said the total shipment of green fruits for 1895 would reach about 4,500 carloads. In 1894 the shipments of dried fruits reached over 125,000 pounds, and in the last five years amounted to 400,000,000.

E. Berwick of Monterey then spoke on "Freight Transportation." He congratulated them on following the highest order, as well as other great qualities. He also congratulated the Chairman on presiding over a body of the best men in the world.

For the Canal, he said, he had advocated the shipment of fruits to New York and England in steamers having refrigerated compartments. At the Hotel Del Monte, he said, his cargo was put in the cold-storage room and kept from October till the next July or August, and he did not know why the fruit could be so shipped to Europe.

Three hundred years ago a man named Galvani proposed to Charles V, the cutting of a canal across the isthmus, and in 1851 a survey for that purpose was made. By this route, when the canal is finished, pears, which now fetch a cent a pound, could be got to London, where they sell for three or four cents apiece, and ten-cent butter, where it would sell for twenty. The Argentine Republic is already a formidable competitor to California in wheat and fruit, and California is handicapped by the distance for transportation.

D. T. Fowler said that a large amount of capital is being invested in South Africa for the purpose of supplying the London and other markets with fresh fruit, and even those of the United States if necessary. A man had been in Fresno already for the purpose of examining the soil in connection with that project.

Mr. Beckwith offered a resolution that the fruit-growers of this State call on Congress to take such action as will insure immediate construction of the Nicaragua Canal, which was referred to the Committee on Resolutions.

C. J. Berry said that he had been acting as United States Statistician, and had been in correspondence with the Agricultural Department at Washington, and it had been stated to him that California has been stubbornly pursuing a system that must eventually bring it to bankruptcy. He had found out why the Argentine Republic had so suddenly become a formidable competitor to California.

He found that wheat can be produced there at a cost of \$2.20 a quarter, which contains about eight bushels—that is, at 27 1/2 cents a bushel. Can our California farmers compete with that? It is done by the importation of laborers from Italy and elsewhere on the badrone system, and they will not let our rivals in the production of fruit?

WEBB-FOUNTAIN—In this city, November 6th, at the residence of the bride's parents, 1439 P street, by Rev. W. M. Buck, A. H. Fred Webb to Abbie Fountain.

MARRIED. WEBB-FOUNTAIN—In this city, November 6th, at the residence of the bride's parents, 1439 P street, by Rev. W. M. Buck, A. H. Fred Webb to Abbie Fountain.

3-Day Malaria Cure CURES IN THREE DAYS. MUNYON'S REMEDIES—A Full Line at OTT'S PHARMACY, 200 K street, southeast corner Second and K.

When Baby was sick, we gave her Castoria. When she was a Child, she cried for Castoria. When she became Miss, she clung to Castoria. When she had Children, she gave them Castoria.

"Pure and Sure." Baking Powder. Strongest of all pure cream of tartar baking powders. See the latest U. S. Govt. Report.

They ship now refrigerated beef at the rate of four steamer loads a week. He advocated the completion of the canal. Co-operation among fruit-growers and marketing and management of fruit sales was taken up, and Mr. Sprague said that existing methods of opening and supplying markets for fruit had proved insufficient during the past season and would be much more so with each succeeding year. There must be co-operation, and that can only come through persistent consultation and discussion by fruit-growers throughout the State. There must be organization, like the two great political parties have, which enables their leaders to marshal and direct them so that they make whole States vote as they wish. He argued the necessity of co-operation among the fruit-growers throughout the State.

E. F. Adams said that if co-operation is successful, it must be by means of individual effort and financial survival. The same law applies to the farmer as to the merchant, the same force operates upon them both. In his opinion, co-operation is the easiest and the best way of doing business and for that reason would gradually but slowly win its way to success. He instanced the rise and growth of the California Fruit Exchange, and the benefits obtained by the growers from it.

Secretary Delong read an essay by Philo T. Hersey on the "Outlook for Prunes." He said that last year, with a crop not sufficient for home consumption, the California growers were offering their crop in New York for less than the French are getting for theirs, laid down at home. This, he thought, was due to bad management. Growers must concentrate and perfect their products and put the best on the market.

J. T. Bogue of Marysville thought that the production of fruit in California had reached its highest point and further advance would be difficult. Mr. Delong next read an essay on "Shall We Dip Our Prunes?" by H. N. Barragrove of San Jose. He said that dipping prunes in lye checked the skin and improved the appearance of the fruit, but the result was uneven on account of lack of uniformity of ripeness and amount of sugar. Then picking them under one name, various machines have been perfected and are much used. He thought it the better and more cleanly method.

T. Fowler, for the committee on the Prospect, advised the careful perusal of the address by the fruit-growers of the State, as the many suggestions in it, if properly carried out, will have a tendency to improve existing conditions in the growing and marketing of fruits.

It agrees with the suggestion of the President for a plan to combine the fruit products of the State and bring them under one name, and to employ advertising and marketing. Such system should embrace his idea of ten or more traveling agents throughout the Eastern towns to open up and maintain markets for the growers. It recommends the appointment of a committee of nine by the convention to organize an incorporation for the opening and establishment of such markets and the proper advertising of our fruit products, and also a committee of nine to consider the whole subject of State inspection. It also favors the asking for an appropriation of \$5,000 for use in furthering the growers' interests, and \$5,000 for the State Board of Agriculture, and that a committee of five be appointed to consider the subject of asking an appropriation from the State to establish a Bureau of Information.

The report was adopted. N. W. Matheral spoke of the condition of the raisin-growers. He said that this year in his section they only picked the most choice grapes, and they were forced to raise them, for fear that they would overstock the market. Many of them sold their raisins for a cent a pound in the sweat-box. The commission men can get more money from the banks, but the farmers cannot. If the latter could get what money they want, at low interest, they could get along. The only way to get relief is for the farmers to do their own business, in their own way. The commission men and the growers should not be enemies. On the contrary, they should work together, as their interests lie in the same direction. He should be glad to have any man make an effort to save their homes that are slowly slipping away from their grasp.

Mr. Weinstein asked if there was an overproduction of raisins, and if the product is properly distributed. California last year shipped 4,600 tons—about two-thirds of the amount consumed in the United States. The grower gets next to nothing, and there are so many middlemen that the consumer pays a large price.

In answer to a question by Mr. Weinstein as to how the Mediterranean grower could compete with one cent a pound in the sweat-box, Mr. Matheral said that the wages there were very low, and there was a difference of twenty cents a box in transportation rates. The tariff has also been reduced.

Mr. Weinstein said that the growers could not compete with water transportation, and it was evident that the people of California should make an effort to have a proper tariff placed on raisins, and also try not to have to bid against each other in the East in their efforts to sell their products.

Mr. Fowler said that, although the McKinley tariff placed two and a half cents a pound on raisins, the price steadily declined under that tariff, which could not maintain the price.

Mr. Weinstein thought that, in that case, although there might be concessions secured on freight and the tariff restored, the hardest job would probably be to secure co-operation among the growers in their efforts to get relief for the raisin industry, a variety of suggestions being made.

Mr. Delong called attention to the fact that many second-class raisins were trucked and sold as first-class, and he thought that the decline in price might possibly be largely due to that fact.

It was decided to have an evening session, at which Mr. Delong would read a paper on "The Outlook for Raisins," and the discussion of the day's questions be resumed.

In the evening the convention was called to order by E. M. LeLong, the secretary, who announced that President Ellwood Cooper, on reaching the hotel, was informed by wire of his wife's illness, and at once left for home.

Hon. Albert E. Hays of Los Angeles was called to preside. D. T. Fowler of Fresno delivered an address on the raisin outlook.

The address was very exhaustive and elicited much discussion. The convention will meet again this morning.

Ladies are greatly benefited by the use of Dr. Siegel's Angostura Bitters, the renowned South American tonic. Dr. Fred Tyrrell has removed to 1625 P street. Clean, white, cigar factory, 824 J, 710 K. Knowles & Wagner.

3-Day Malaria Cure CURES IN THREE DAYS. MUNYON'S REMEDIES—A Full Line at OTT'S PHARMACY, 200 K street, southeast corner Second and K.

CHANGED DAILY FOR WEINSTOCK, LUBIN & CO. To-morrow, 9:30 A. M. SHOE SALE. To-morrow, 9:30 A. M. SPECIAL SALE.

Those who have been here know how very successful the sale has been this week of the Women's Shoes, bought from a manufacturer retiring from business. We can only say, in announcing the sale Friday of the Children's and Misses' Shoes from the same source, that we expect they will give tully as great satisfaction. They are bright, new goods, never before offered for sale, and telling value at the prices named.

LOT I.—Fresh, New Kid Shoes for misses' wear, spring heels, patent leather tips, some cloth tops and some kid tops; well-made, perfect-fitting shoes. Sizes 11 to 2. Sale Price, \$1.

LOT 2—Children's Kid Button Shoes, spring heels and patent leather tips. Just as good as any shoes of a similar kind in our regular stock. Sizes 8 to 10 1/2. Sale Price, 90c.

LOT 3—Children's Kid Shoes with black cloth tops and patent leather tips; neat, dressy shoes and much below value. Sizes 8 to 7 1/2. Sale Price, 70c.

LOT 4—A lot of Misses' Fine French Kid Shoes, spring heels, part of them hand-sewed and of the celebrated Waterbury make. These shoes are from our own stock and were originally marked \$3.50 and \$4.00, and are without patent leather tips, which is the chief cause for the reduction. Sale Price, \$1.50.

LOT 5—Children's Waterbury Shoes from our own stock; made of the best French kid, handmade, spring heels, with plain toes. Sizes 8 1/2 to 10 1/2. Original price, \$2.75. Reduced to \$1.25.

LOT 6—Odd lot of Children's Shoes in sizes 4 to 7 1/2; soft, flexible soles. Reduced from \$1.25, \$1.50 and \$1.90 a pair to \$1.00.

We have now on sale Baltic Seal Capes, thirty inches long, \$8.25. Baltic Seal Capes, opposum collar and edges, \$12. Tailor-made Suits, chevot mixtures, \$4.15. Heavy Underskirts, 50c. Flannelette Wrappers, \$1.

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W. F. PURNELL, Bookseller and Stationer, 600 J St.

LOT I.—Small lot desirable Bed Comforters, saten and turkey red covering, white filling. \$1.28 each. LOT II.—Consists of our great California-made White Blankets; long, fleecy wool nap, good color and large for full-sized bed. A few pairs in this lot are soiled, but the balance are perfect in every respect. Sale price, \$8.93 pair.

LOT III.—We shall offer another line of Heavy Dark and Medium Striped Flannelettes, full width. Twenty yards for \$1, or 5c yard. LOT IV.—Bleached Muslin, 36 inches wide. Sale price, 4c yard.

LOT V.—Heavy Unbleached Canton Flannel. Sale price, 6c yard. LOT VI.—Cotton Blankets in tan or white, suitable for warm winter sheets. Sale price, 69c pair.

LOT VII.—Fringed Napkins and Doilies, full bleached; sizes 20x20 inches. From 10c each. LOT VIII.—Heavy Gray Blankets, large size, bought from the stock of a bankrupt mill several months ago. Sale price, \$2.90 pair.

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