LELONG SQUARES HIMSELF,

He Never Decried the Advantages of Olive Culture.

Proceedings Yesterday of Fruit Growers' Convention.

A Lively Discussion on the Tariff Question—A Lobbyist Needed at Washington—A Good Paper on Figs—Other Matters.

The fruit growers' convention held an uneventful session yesterday morning, but one paper being read. All of the players were on hand, but Hamlet and Laertes, in the persons of Mr. Kells and Mr. Ford, did not materialize with their essays, so the convention contented itself with firing cross-questions at Mr. George A. Raymond about his excellent paper on curing white Asiatic figs. Nearly every question put to him had been previously treated in his essay, but he was in a kindly mood, and leaning against one of the boxes told all that he knew.

The crowd occupied and amused itself in this manner for about one hour, but as neither Mr. Ford nor Mr. Kells came to toe the footlights they very reluctantly let Mr. Raymond rest his weary self.

Then the Pomona people took a hand. Mr. Howland arose with blood in his eye and inquired if Mr. Lelong had written an article detrimental to the olive industry. Secretary Lelong had received the tip the evening before, however, and so was prepared, and squared himself to the apparent satisfaction of the Pomonaites.

Mr. Maslin also took a hand in livening up the proceedings, and spoke upon certain action taken a year ago by the growers in regard to the revision of the tariff upon fruits. The matter was generally discussed, but resulted in nothing.

Mr. Berwick also asked Mr. Lelong what he had done in regard to resolutions regarding the Nicaragua canal passed at the San Jose convention.

Mr. Lelong again squared himself, and stated that it had been sent to congress, but everybody knew what that meant. It would probably go no further.

The two derelicts were also brought up with a round turn by Mr. Sprague, but the meeting was happily adjourned by everybody taking a trip to Port Los Angeles to view the ocean and the big wharf from both a citrus and a deciduous point of view.

THE MORNING SESSION.

At seven minutes to 10 o'clock yesterday morning Mr. Elwood Cooper arose and rapping upon the desk with a stick called the convention to order.

He first drew attention to the death of the former secretary of agriculture, Jerry M. Rusk, and stated that he had been the friend of the fruit growers and suggested that the first work of the convention be the adoption of suitable resolutions.

The following resolutions were reported:

Whereas, The sad news of the death of the late secretary of agriculture, J. M. Rusk, has come to us, and

Whereas, Secretary Rusk proved his friendship to the fruit interests of California and assisted us in many ways, therefore be it

Resolved, That we, the fruit growers of California, in convention assembled, at Los Angeles, this, the 22d day of November, 1893, tender to the bereaved family of our late and lamented secretary our sympathy and condolence in their great bereavement.

On motion of Mr. Berwick the resolution was adopted by a rising vote and ordered telegraphed to the family of the deceased.

The chair announced several essays, but as their authors did not respond Mr. Geo. A. Raymond of Kern county read a concise paper upon the Curing of the White Asiatic Fig. Mr. Raymond stated that he treated only of the white Asiatic fig, and that grown upon his own place. He first briefly told of the process of picking and curing. He said that the proper curing of the fig began with the picking. The stem must be taken out, the skin must not be bruised nor the fruit spoilt. Pick when the fruit is fully ripe, but do not use those that have dropped off of the tree. I differ here from other growers, but I find that a sound fig will not drop but will dry on the tree. The figs that drop are defective. The figs are to be picked in small wire baskets and should be placed carefully on the trays with none touching. The fruit should be rolled in from two to three days.

The defects are mainly black mold and white and souring. After the bad figs are the largest and handsomest but until you have learned the trick I would advise you to break open and examine any fig that is in the least suspicious. Let no one go into this business unless he can and will follow it out thoroughly. Moreover, first ascertain whether your locality is adapted to the fig. As to packing do it to suit your own fancy, only do it well and it attractive form. Something original and novel, if neat and pretty, or handsome, will prove of great importance in selling the goods. Do not imitate anything or any person, either foreign or domestic, as then you can never establish your brand and maintain your market."

At the conclusion of his essay the discussion of the topic was held. The matter was thoroughly gone over. Mr. Raymond answering the many questions put to him.

Mr. Ford of Santa Ana was to have read an essay upon Walnuts and Mr. Kelly upon the Thinning of Fruit. The gentlemen were called for several times, but did not respond, so their papers were postponed.

Mr. Howland of Pomona arose and asked Secretary Lelong if it was true, as alleged, that he had written certain articles in the California Fruit Grower to the effect that there was no profit in olives, and that no one person without wealth should attempt their cultivation?

Mr. Lelong replied that he had never made such any such statement or written any such article against the production of olives. At the convention last year he had been asked to address the meeting and to write an essay concerning the olive industry. He wrote to many of the growers and caused their answers to be read before the convention. Many were to the effect that the olive culture was very expensive.

Mr. Lelong said that he had always maintained, and still did so, that it was not well for people of limited means to experiment with strange varieties of olive trees, but should rather profit by the experience of the larger growers.

He did not write the article in the Fruit Grower, as it was the result of an interview he had had with the editor. Mr. Lelong then read from a recent copy of the Grower, in which the statement that he was the author of the article was denied, and also putting Mr. Lelong in a proper light before the meeting.

Mr. Maslin of San Francisco then introduced the subject of a representative at Washington to look after the revision of the tariff on fruits. The matter was discussed, but was finally dropped without action.

Mr. Sprague of Fairmont asked whether there was not some means by which the convention could get down to to work. He had never seen a convention that lacked the necessary impetus as this one did. There were several persons down on the programme for papers, but they had not appeared and kept the members of the convention sitting like a set of schoolboys. He declared that an apology was due from those derelicit gentlemen.

The chair, by way of explanation, remarked that both were members of the state horticultural commission, which was also holding sessions that morning, and were probably detained for that reason.

Mr. Sprague replied that they had no right to be t here, and Mr. Berwick added that they should have at lent sent their papers to the secretary and had them read instead of detaining the convention.

The matter of the excursion over the Southern Pacific railroad to Port Los Angeles was then presented and all those who desired to go were requested to rise. Nearly everyone did so, and on the suggestion of Mr. Lelong the convention decided to take a recess until 7:30 o'clock in the evening.

EVENING SESSION.

A very interesting session was held last night. The feature of the work was the report presented by Mr. Holman of San Francisco. It was most exhaustive in character and was declared by many to be the finest thing of the kind they had ever heard.

The committee of which Mr. Holman is a member was appointed by the horticultural convention of San Jose to look into three phases of the eastern shipment of fruit. The report was the result of apparent tireless efforts and investigation upon their parts.

The convention was called to order at 7:30 o'clocck by Mr. G. J. Griffith.

The first business transacted was hearing the report of the railroad people in regard to Rev. Perkins' patent for the preservation of fruit in cars in transit. The report was as follows:

"The two sides of this proposition are theory and practice.

"Theoretically it would appear from the foregoing report of Protessors Hilgard and Smith that there is no reasonable doubt as to the correctness of Rev. A. T. Perkins' invention in its relation to the preserving of fruit by an even, low temperature and constant circulation of dry air.

"Practically obstacles may appear in its proposed application which can only be removed by a series of thorough experiments. The theory, however, is of sufficient importance to be worthy of demonstration to determine its practibility. Signed, R. GRAY,

"G. T. M. Southern Pacific Co.
"W. A. BISSELL,
"G. T. M. Atlantic and Pacific."

A discussion was then held. Mr. Adams favored Rev. Perkins' patent. The latter was also present and attempted to demonstrate to the convention that his patent was practical. He of course spoke of the advantages to be derived from and the money saved by its introduction, but acknowledged that nothing could be done towards it unless the railroap companies took the proper steps.

It was finally voted as the sense of the convention that the railroad companies be requested to assist Rev. Perkins in perfecting his invention.

Secretary Lelong then read the following reply to their telegram of condolence sent in the morning:

Hon. Ellwood Cooper, President Fruit Growers' Association, Los Angeles:

I am requested by Mrs. Rusk and family to convey to your association their heartfelt thanks for your kind resolution of sympathy.

HENRY CASSON, Secretary.

MR. HOLMAN REPORTS.

Mr. Holman of San Francisco was next introduced. He remarked that while his report resembled a bird's nest, they could probably get through with it. His committee had been instructed to examine into the following:

First—The chance of finding markets in places not yet reached by the grower.

Second—For more rapid transportation.

Third—Upon the cost of packing and transporting fresh deciduous fruits in carload lots, with the view of ascertaining the proportion received by growers from good sales on shipments to eastern markets.

Investigation of the first proposition developed the fact that 49 cities of over 50,000 inhabitants received a total of 4372 carloads of fruit. This leaves fully 39 more cities of the same size where fruit is not sent. While many of these are in sections in which we can hope for but little demand for our fruit, but enough, however, remain to show that there is still a vast unworked field for our fruits.

In regard to obtaining faster transportation for their fruits the committee had consulted with the managers of the leading railroads of the west and all stated that the fault lay with the eastern lines which did not realize the importance of the industry or the necessity of rapid transportation in fruit shipments.

Mr. W. G. Luce, general freight agent of the Union Pacific system, stated that they had endeavored to arrange with the Southern Pacific company to make 36 hours from Sacramento to Ogden, so that his line could make 75 hours from Ogden to Chicago.

With a view of ascertaining what time could be made by diverting fruit shipments at Ogden via the Rio Grande Western, the Denver and Rio Grande and the Chicago, Rock Island and Pacific railroads, Mr. Rowley of the committee was informed by W. H. Snedaker, the western representative of the Rio Grande Western, that his road was prepared to give California fruit shipments fast service in trains of 8 to 10 cars from Ogden to Pueblo in 36 to 40 hours.

In this connection Mr. Frank McCarmick, the western representative of the Chicago, Rock Island & Pacifit, stated that his road would co-operate with their connections. The road above mentioned giving quick service, naming 42 to 44 hours from Pueblo to Chicago. His would make the time by the route 78 to 84 hours from Ogden to Chicago. Thus it will be seen that if the Southern Pacific Railroad company will co-operate with its eastern connections in the matter of reducing time in transporting fresh fruit to eastern markets a very material reduction in the time consumed in transit as compared with the record of the past season namely, 111 to 116 hours from Sacramento to Chicago, as against 192 to 216 for the fruit shipments of 1893, will result. Incidentally the committee investigated the possibility of a reduction in freight rates but met with but little encouragement.

The Southern Pacific company claims that it is now moving fruit at the lowest profitable rate, and that the mileage rates from California are now much lower and the service better than those from the Florida fruit districts. The only apparent hope for lower freight rates lies in the replacement of the present cumbersome system of refrigeration with some appliance equally effective and of less weight.

In regard to the third clause, the committee wrote to many fruit growers and shippers for information, and are able to present the following table:

Peaches, boxes	$ .64
Pears, "	1.23½
Cherries, "	.49
Apricots, "	.66
Apricots, crates	.70
Plums, boxes	.70

These figures are based on shipments in refrigerator cars and represent the average cost of all expenses incidental to fruit shipments from the orchard to eastern purchasers, cost and cultivation and value of fruit not being taken into consideration.

After giving the above results of its investigation, the committee then sums up the situation as follows:

Referring again to the first object of our inquiry, namely, the question of putting California fresh fruits into markets not now reached, there is small satisfaction in the statistics which we have presented. That in the vast region comprising the populous states of Maine, Vermont, New Hampshire, Massachusetts, Rhode Island, New York, Conneaticut, New Jersey, Pennsylvania, Delaware, Maryland, Virginia, West Virginia, North Carolina—we sell a good yearly 1370 carloads of fresh fruits; that in another great region, comprising Ohio, Indiana, Kentucky, Tennessee and the southern third of Illinois, we sell only 138 carloads; that there is a list of 40 or more towns in the east, each of 50,000 inhabitants and upwards to which California fruits never go direct—these facts are interesting enough, but they have no real value save as they confirm the familiar statement that our products are not fairly put into their natural markets; that the districts in which our fruits are offered to consumers are almost insignificant when compared with the wider districts where it is wanted but to which it never goes. These facts lead up to and point distinctly to one conclusion, namely, that the methods of distribution currently practiced are pitifully inadequate and inefficient.

The present method of maintaining our fresh fruits is the dispatch of carload lots to a few central points, where they are sold at auction for local consumption or, possibly, for reshipment in smaller lots to smaller contiguous communities. No direct shipments are made to points where the local demand will not justify the sending of a whole carload; and it is for this reason that so many large towns never get a taste of California fruit. Since they cannot take a car load of 24,000 pounds then we cannot serve them at all. We are told by experts that from a railroad standpoint this is the only practical method of shipment; that to dispatch a single car with say two or more distinct consignments for two or more distinct points lying near each other or connecting lines of road, is practically out of the question. It would be as presumptious as it would be rude to question the expert ability of the gentlemen from whom our committee has made inquiry or the sincerity of their replies; but we believe and claim that an utter misconception of the conditions and requirements of the fruit traffic lies at the foundation of their theories. A system of shipment from the places of production to central points, with reshipment from these depots to minor points, will do well enough for miscellaneous imperishable commodities; but in the case of fresh fruits it is totally insufficient. The application of this system to California fresh fruits and the eastern markets involves practical elimination of all but the very large centers from the field of consumption, and so contracts the volume of our sales. How this effects the producer need not be told. When our expert friends declare that it is not possible to ship direct to points which cannot take a full carload, they have in mind the conditions and regulations which now prevail on the railroad lines with which we deal. And this brings us to the point that the railroads have taken no steps in the way of providing a suitable equipment for the California fresh fruit traffic. Apparently they do not realize the magnitude of the trade nor understand its requirements. To this great special traffic the very life of which depends upon their co-operation, they give only such rough-and-tumble facilities as belong to a miscellaneous freighting business.

Now if the roads had for the California fresh fruit traffic special cars built with compartments; if they had a sufficient number of these cars to meet all demands promptly; if they had locomotives in sufficient numbers to haul them promptly and rapidly; if fruit trains were given the same track rights allowed to express trains—if these suggestions were realities, does any man of sense doubt that some things which the experts declare impracticable would be very simply and easily done?

For example, would it not be possible under such conditions to load a six-compartment car at Vacaville or Ontario with six separate lots of fruit for the six cities of Tiffin, Mansfield, Canton, Zanesville, Columbus and Springfield, all in the state of Ohio, and to make the deliveries in a satisfactory way? Does anybody doubt that it would?

It is our judgment that to reach new markets some such combination of equipment and train service is essential; but it would be utopion to expect it to come of its own motion. Its natural and essential prerequisite is the creation at this end of the route of a shipping system which will require and exact such service. The great express companies, not the railroads have made the American expressage system with its messengers at every train, its depot at every railway station, and its distributing servant in every village. As the necessities of the service grew, the railroads under the pressure of specific demand provided them; but if they had been left to their own devices, the great expressage system would never have been brought into existence. And so it will be with us. So long as we leave our necessities without organization to plead fairly for themselves, we shall have just the sort of service always given to an unsympathetic traffic. When we have created a shipping system ready to operate as the express companies do, then we shall secure facilities for transportation proportionate to the magnitude and value of our fruit interest.

Opinions differ widely as to the right policy of creating such an organization. We are told by persons who are entirely sincere, that the producer is outside of his natural and proper sphere when he undertakes to be his own marketer; that like a certain famous brand of sarsaparilla fruit selling is a thing peculiar to itself, and that it must be left to experts; or, in other words, since fruit production is one thing and fruit marketing another, that the producer should stick to his orchard and leave the distribution of his product to the commission merchant. Now we agree that fruit marketing is a special trade; that it calls for business training and acquaintance with markets too, but we deny that these merits are found with the commission men more than among the producers themselves. As a matter of fact, after many years of trial the commission system has failed. It does now just what it did in the beginning, namely, it sells our fruits at auction in a few general markets. It has not like the great oyster companies, like the great express companies, like the Standard Oil company—not to mention a dozen other equally notable instances—established agencies away from the centers and so widened the field of fruit consumption. The inefficiency of the commission-house system is demonstrated by the fact that after many years of exclusive control of our business, our products are still unknown, or at least not commonly sold, in the larger part of the eastern market. And the inefficiency of it is not less dear than the cost of it. Generally speaking, the commission interest is foreign to us. It has only a commercial relation to us, about the same sort as we have with the Sandwich islands. It is under such conditions that our work should be well done. And in our judgment it will not be well done until the California spirit is in it. It is our profound conviction that the future welfare of the fruit interest of California as it is dependent upon the eastern market, rests upon the co-operative support of a state exchange operated in the direct interest of the fruit growers, and having its agencies not only in the great cities but throughout the whole vast region beyond the Rocky mountains. What Adams & Co. can do, what Wells-Fargo & Co. can do, what the Standard Oil company can do, what a firm of Yankee shoemakers can do, surely the great horticultural interest of California can do. We are told that suitable men cannot be found to work for an association; that expert commercial ability can only be developed by the interest of personal ownership, and we don't believe it. The express companies and the railroad companies seem to be served by paid agents with ability and devotion, and there is no reason why we cannot find men to do our work in the same spirit. The career of the California Fruit union proves that the co-operation principle can in fact be successfully applied; and what, let us ask, would be easier than the evolution of such a system as we suggest from such a good foundation as this same Fruit union affords?

For the suggestions herein embodied we claim no credit for originality. If nobody ever had our thoughts of them before we should distrust our own judgment. But we have only set down things long ago suggested and familiar to all. As regards the plan of shipment direct to minor points in broken loads in compartment cars, so competent a railroad man as Mr. W. H. Mills long ago suggested and approved it. As to the suggestion for general co-operation, that happily seems in a fair way to be made a reality. The two things together your committee believes are the best hope of the California horticultural interest.

The report was applauded long and loudly. Mr. Adams jumped to his feet and declared the report to be the finest he had ever listened to, and moved that a vote of thanks be extended to the gentlemen of the committee; also that it be printed in special pamphlet form.

About every other person in the hall seconded this motion and it was carried amid great enthusiasm.

Mr. B. N. Rowley of San Francisco, also on the committee with Mr. Holman presented some additional figures.

The committee appointed to draw up a plan for co-operation among the fruit growers presented the following report, which was accepted:

Your committee appointed to consider the question of co-operative fruit marketing, have had the subject under consideration and respectfully report as follows:

We are satisfied that the conditions which have already brought actual disaster upon some branches of the fruit industry of California will, if unchecked, speedily bring similar disaster upon all other branches.

We believe that the only remedy is that the growers shall themselves assume the marketing of their own product and that the time has now come to apply that remedy.

We heartily approve and endorse the methods of co-operation already adopted by the citrus growers of Southern California and the dried fruit producers of Santa Clara county, which we find substantially alike in principle, differing only in detail to meet the different requirements of the dried and fresh fruit trades.

We regard it of the most importance that the great co-operative movement now in progress should be so directed that all interests involved should work not only in harmony but in actual consultation with each other.

To this end we strongly approve the movement originated by the state horticultural society for the organization of a state fruit exchange, and urge all individual growers and all co-operative societies to unite in its support, trusting

[Continued on Ninth page]

KNOWLEDGE

Brings comfort and improvement and tends to personal enjoyment when rightly used. The many, who live better than others and enjoy life more, with less expenditure, by more promptly adapting the world's best products to the needs of physical being, will attest the value to health of the pure liquid laxative principles embraced in the remedy, Syrup of Figs.

Its excellence is due to its presenting in the form most acceptable and pleasant to the taste, the refreshing and truly beneficial properties of a perfect laxative; effectually cleansing the system dispelling colds, headaches and fevers and permanently curing constipation. It has given satisfaction to millions and met with the approval of the medical profession because it acts on the Kidneys, Liver and Bowels without weakening them and it is perfectly free from every objectionable substance.

Syrup of Figs is for sale by all druggists in 50c and $1 bottles, but it is manufactured by the California Fig Syrup Co. only, whose name is printed on every package, also the name, Syrup of Figs, and being well informed, you will not accept any substitute if offered.

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Fine English Diagonal, Pique and Beaver Suits Made to Order at a Great Reduction. Also one of the Finest Selections of Trouserings and Overcoatings.

Best of Workmanship and Perfect Fit Guaranteed or No Sale.

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THE PROPERTY WE OFFER COMPRISES THE WELL-KNOWN CHINO RANCH, IN THE center of which is the town of Chino, on the line of the Southern Pacific railroad, about three miles south of Pomona and Ontario. Surrounding the property is the valley portion of the Chino Ranch, comprising 16,000 acres lying north and east of Chino creek, subdivided into 10-acre tracts, which have a gradual decline toward the south and southwest, giving ample natural drainage for successful cultivation.

In 1891 the Beet Sugar Company was organized and the refinery built and put in operation at Chino, in a central portion with reference to the property. The result obtained from the operation of the factory for the few years past shows a remarkable degree of adaptability of the soil to the successful cultivation of the Sugar Beet, both in amount of production and in percentage of saccharine matter, and also in the efficient capacity of the manufacturing plant. The factory handled during the present season of 1893 1000 tons of beets per day, and have from 600 to 900 tons per day coming in continuously for the entire campaign, covering a period of nearly four months. It is proposed now to increase the capacity of the factory by the erection of an additional building and machinery to suit the requirements of increasing production. The returns for the present campaign have been a total yield of over 15,000,000 pounds of sugar, which have been shipped out as crude sugar to be refined elsewhere.

Under a direct and specific contract between Mr. Gird and the Chino Valley Beet Sugar company, a corporation which instituted and operates the Beet Sugar industry, they agreed to purchase from Mr. Gird or his successors all the beets grown on the ranch for years to come, and at the present date, about November 1, 1893, before the commencement of the next season, a fixed price is established that the factory will pay for the beets at maturity next season. This insures the planter in the market for his crop, and with the price that is fixed, before he takes any risk in the matter or makes the first move towards turning over the ground.

Possibly there is no other branch of industry where calculations for future results can be made so readily or so correctly calculated upon, and returns realized in so short a time as in the cultivation of the Sugar Beet under such auspices.

While speaking particularly in regard to the important industry of beet growing for the manufacture of sugar, estimates of general fruits should not be lost sight of, as a great portion of the land is especially adapted to

Deciduous Fruits and Deciduous Trees.

Orange groves planted on portions of the Ranch are coming forward, and olives, figs, apricots, prunes, pomegranates and berries, in fact California fruits of all kinds, seem indigenous to the soil. It is also demonstrated that corn, barley, wheat, and in fact all the cereals and vegetables, flourish in this soil and attain a high degree of perfection.

The townsite of Chino, located at a convenient point with reference to all portions of the ranch, is a flourishing California town, with telegraph, telephone and express offices, schools and churches. Means of communication and transportation are ample. The Southern Pacific railroad runs its main line direct into Chino, and is four miles distant from Pomona and Ontario, on the main overland line, and in addition is the proposed extension which is now assured from Pomona, through Chino, to South Riverside and Elsinore.

The following are a few of the advantageous features of the Chino valley: First, the cultivation of the Sugar Beet, which insures a profit: 15 tons is an average crop, but 20 tons is not unusual; which is received by the factory at a fixed price of $4.50 per ton, which during this present season of 1893 has averaged the grower from $35 to $60 per acre net, and clean above all expense of working the ground, planting and harvesting the crop and delivering at the factory.

We invite land seekers generally who are desiring to secure profitable investments to examine this valuable property, which offers a field for health, profit or investment.

Four passenger trains in and out of Chino every day. We invite correspondence.

For further particulars, address or call on us.

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