

FRUIT VALUED AT \$5,700,000 IS SHIPPED BY DISTRIBUTORS

Enormous Volume of Business Done is Surprise to the Credit Men--Loss Is Small

In the 20 months they have been in operation the North Pacific Fruit Distributors have cleared \$5,706,261 thru the Spokane banks, and by the end of the present season will have cleared a grand total of \$6,311,461, so J. H. Robbins, general manager, told the wholesale credit men at their weekly luncheon at the Davenport hotel. The statistics he furnished created a profound impression upon his hearers, who expressed their amazement at the magnitude of the selling agency's operations.

Last year's bank clearings were \$3,116,196, and this year's, to date, are \$2,334,064. The organization has 1513 cars yet to clear, and of this number 1100 cars have actually been marketed. The monthly deposits in the local banks for the 20 months have averaged \$285,313, or a daily average of \$10,973 for every day of the 20 months, regardless of the fact that there are several months of the time during which no fruit moved.

Days Record was \$55,403

The single day's record for the last 60 days was February 24, when \$55,403 was deposited. Mr. Robbins' figures show that the fruit originated as follows:

- Yakima, 36 per cent.
- Hood River, 21 per cent.
- Wenatchee, 13 per cent.
- Idaho-Oregon, 9 per cent.
- Spokane, 6 per cent.
- All other districts, 14 per cent.

The maximum number of employees at any time, including the branches and the London office, was 66. At present there are 41.

Last year 21,566 telegrams were sent, averaging 5.4 telegrams per car. This year, 17,706 have been sent so far, or 3.4 per car. The costs do not increase in relation to tonnage as is indicated by the fact that telephone and telegraph charges last year were \$12,191, or \$3.07 per car, while this year they were \$13,673, or \$3.62 a car. Incoming mail this year numbered 204,393 items, or 20,490 monthly and 787 daily. No record was kept last year.

Collection Has Been Good

To date the organization has shipped 10,298 cars, involving \$5,700,000, and has had only two losses thru inability to collect a total of \$418, due to two firms going into bankruptcy. Something will be realized yet from these claims. Cheers from the credit men greeted this remark of the speaker.

Last year 70 per cent of the northwest crop was sold on consignment, although the distributors consigned only 2 per cent of their tonnage. This year the manager states, consignments will not exceed 2 per cent, and that mostly being fruit that has been rejected by the original buyer. In 1913 54 per cent of the organization's fruit was sold on advance orders on an f. o. b. basis. This year in spite of the war and the demoralized condition of the market, 51 per cent has been sold on that basis.

In 1913 nine branches were maintained in America and one in London. The organization has 76 exclusive brokerage connections, and sold fruit in 243 American cities in 38 states, and in 33 cities in Canada. Last season 179 cars were exported to 16 cities in 10 European countries.

In 1914-1915 12 branches have been maintained, in New York, Chicago, Minneapolis, Butte, Fort Worth, San Francisco, Omaha, London, Portland, Calgary, Regina and Hamburg. The organization now maintains 101 exclusive brokerage connections, sold fruit in 231 cities in 38 states, in 20 cities in Canada, and has exported 475 cars, with 200 yet to follow. These went to 15 cities, as follows:

- Manila, Honolulu, Liverpool, London, Hull, Manchester, Bristol, Cardiff, Glasgow, Copenhagen, Swansea, Genoa, Rotterdam, Buenos Aires, and Gottenberg, not counting transshipments to many smaller interior cities, under the direction of the London office.

Loss on Soft Fruit

Of tree fruits three cars of pears, one of peaches, two of summer apples and six of soft fruits, 12 cars out of a total of 10,298 sold, went into "red ink," signifying a loss. Not one car

of winter apples came back in the returns in red.

The organization, thru its size and scope, was able to take advantage of a choice export business this year thru being able to prepay temporarily all freight and insurance charges on exports, amounting to \$376,361. This also included the payment of cold storage charges, so that the fruit could be moved from eastern cold storage. The maximum advance of this kind at any one time was \$191,000. This Mr. Robbins states, was only possible thru a cooperative plan.

In addition to financing its own temporary needs the organization was able to aid its subcentrals financially by advances of \$410,112 during the season. Most of this was liquidated within 30 days of the time it was secured from the local banks.—Spokesman Review.

BATTLES AND DOWNPOURS.

There is No Connection Between Gunfire and Rainstorms.

So far as the records are available, the rain accompanying or immediately following great battles is not unlike that which might have been expected in the course of natural events, says a writer in the Popular Science Monthly. Bearing in mind the fact, already stated, that throughout large areas rain occurs on an average once in three or four days and also the subjective fact that rain associated with July 4 celebrations or with battles would doubtless not have been remembered had it not been for such associations, the hypothesis appears to have no foundation.

In 1892 the United States government disproved the idea by experiments in which violent explosions of dynamite were produced within clouds by means of kites and balloons, with no rain following as a direct or even as an indirect result. The practice, still followed in various European countries, of attempting to prevent hail by bombarding approaching clouds or of projecting vortex rings of smoke upward also is without scientific basis. The relatively feeble convectional currents resulting from these artificial attempts to influence the weather are too meager to have any appreciable effect upon the massive convection accompanying storms and are wholly inadequate to influence precipitation.

SWISS MILITARY SYSTEM.

Tests All Youths Must Pass Before They Become Soldiers.

The Swiss system is ultra militaristic and probably would never be acceptable to the United States. But it is interesting, nevertheless, as indicating how the problem of defense has been met and apparently solved by the earnest and patriotic people of a republic like our own.

The Swiss system is compulsory and begins with the early schooling of each boy. He does not drill or handle firearms, however, until he is twenty years old, when he reports to federal authorities for physical and literary examination. He must be able to read and write and figure, and answer questions in elemental Swiss history and geography.

The physical tests require that the applicant shall cover at least eight feet in a running jump, lift a weight of thirty-seven pounds in both hands at least four times, and run eighty yards in fourteen seconds.

Those who fall in these tests are given an extension of time for further training, not to exceed four years, and if physically disqualified at the end of that period they are obliged to pay a tax, or to take some assigned position which they can fill.—Kansas City Journal.

The Sixteenth Century Carver.

At the formal banquet of the sixteenth century the man who carved the meat was bound with the red tape of precedent. When carving for distinguished guests he had to remember that certain parts of the birds or meat must be set aside. In carving for his lord and lady he was expected to exercise great discretion in the size of the pieces he sent round, "for ladies will be soon angry and their thoughts soon changed, and some lords are soon pleased and some not, as they be of complexion." He was expected to have the rules both of the kitchen and the peerage at his knife's end. A pile, for instance, must be dished up whole for a lord and in slices for commoner folk. The rank of his diners, too, determined whether a pig was to be served up whole, sliced, plain or with gold leaf or whether new bread or bread three days old should be eaten.

Distinction.

"What distinction do you make between 'entertainment' and 'art'?" "Entertainment," replied the theater manager, "is what people want. 'Art' is what people want to make other people think they want."—Washington Star.

Pretty Thin.

"Thin!" replied the man who was talking about a mutual acquaintance. "Well, he's so thin that when he eats macaroni he can only swallow it one piece at a time!"—Pittsburgh Press.

Declined With Thanks.

Beggar—"Won't you give me a nickel for my starving wife, sir? Pedestrian—Nothing doing. I'm married already.—Philadelphia Ledger.

To persevere in one's duty and to be silent is the first answer to calumny.—Washington.

State News Items

The provisions of the anti-picketing bill are stringent, making it a gross misdemeanor, directly or indirectly, to call attention to labor troubles, to stand or move back and forth within 50 feet of a business place for that purpose or to display strike banners and transparencies anywhere.

Adams county opens bids early in April on \$25,000 highway from Washington towards Ritzville.

The Knights of Pythias at Prescott have started to work on \$10,000 hall.

The W. W. Shields box and shingle mill at Orient are running at full capacity.

Tacoma—Tribune Olympia Special: "The legislature was too ready to act upon the pleas of employers' associations." All laws were not dictated by labor unions as heretofore.

Montesano has let three road contracts aggregating \$13,250.

The Attorney-General rules that the \$300 exemption applies to actual value of property and not to assessed valuation. This means if property is assessed at fifty cents on the dollar the exemption on assessed value will be \$150.

The O. W. R. & N. Co. has ordered 100 car loads of lumber for new stock cars, to be manufactured at Michigan City, Ind.

They provide that persons signing petitions must appear before the registration officers of their precinct, be identified and sign. The registration officer certified to the genuineness of the signature.

The Seattle Port Commissioners cut dock tenders' salaries \$25 a month.

Four cheese factories are being established at Ten Mile, Coos county.

Bay View, Bellingham, brick plant adds \$10,000 to its equipment.

There has been little unsavory or vicious legislation, or that could be classed as statutory novelties.—Roy Independent.

The state labor convention at Olympia the other day went on record for the restoration of the tariff on shingles.

Seattle—At the city election amendments for voting on public jitney

Notice of Sheriff's Sale of Real Estate on Foreclosure of Mortgage

In the Superior Court of the State of Washington in and for Chelan County.

Lewis J. Nelson as Executor of the Estate of Charles John Anderson, Deceased.

vs. Charles Freeman and Effie Freeman, husband and wife, Thomas Jett, Lloyd Milton Jett and Lawrence Elbert Jett, Defendants.

Under and by virtue of an order of sale under foreclosure of mortgage, issued out of the above entitled Court on the 11th day of March, 1915, in which action the above named plaintiff obtained a judgment lien against the property hereinafter described in the sum of Seven Hundred Thirty-Three Dollars and eighty-five cents (\$733.85) as principal and Seventy-One Dollars and ninety-one cents (\$71.91) as interest, together with an attorney fee of \$80, and plaintiff's costs in the sum of \$29, together with interest on the principal and interest first above mentioned at the rate of seven per cent per annum and interest on attorney fee and court costs above mentioned at the rate of six per cent per annum from the 5th day of March, 1915 and also Decree of Foreclosure of Mortgage against the above named defendants, which said Judgment and Decree dated the 5th day of March, 1915, and which said Judgment and Decree were duly and regularly filed for record in the office of the Clerk of said Court and are entered in his Execution Docket 9, page 243, in said office.

I did on the 16th day of March, 1915, levy upon all their right title and interest of the above named defendants in and to the following described real property, situate in the County of Chelan and State of Washington, and more particularly described as follows:

The west half (w 1/2) of the southwest quarter (sw 1/4) of section thirty-two (32) township twenty-five (25) north range eighteen (18) E. W. M., containing eighty (80) acres more or less, subject any vested and accrued rights of way for roads or ditches.

Notice is hereby given that on Saturday, the 24th day of April, 1915, at the hour of ten (10) o'clock a. m. of said day, I will sell at the front door facing Wenatchee Avenue of the Court House in the City of Wenatchee, Chelan county, Washington, at public auction for cash in hand, to the highest and best bidder, all the right, title and interest of the above named Defendants in and to the above described real property, or as much thereof as may be necessary to satisfy the Plaintiff's Judgment, together with an attorney fee and costs and increased costs.

Dated at Wenatchee this 16th day of March, 1915.

CHAS. KENYON, Sheriff of Chelan County. By W. V. Huff, Deputy.

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busses to connect municipal street car lines, and to extend street car lines, were voted down.

The public service commission has ordered rates raised on a competing steamer that cut prices below a remunerative figure.

Centralia—The Walville Lumber Co. is building a 3000 foot incline railway.

The N. P. railroad is building a bridge across Salmon Creek at Knapp's Station.

Saved His Dog.

Lord Rosebery is a great lover of animals, and on one occasion he actually went so far as to risk his life for a favorite dog. His lordship was on board a steamer when suddenly his dog fell overboard. Much distressed, Lord Rosebery asked the captain to stop the ship—a request which was refused.

"If it were a man overboard," said the captain, "why, then, of course—" "Oh," said Lord Rosebery, "that can be easily managed," and, to the captain's astonishment, he leapt overboard after the dog himself.

Naturally, the steamer was promptly stopped, a boat was lowered with all speed, and both dog and master were rescued, none the worse for their experience.—London Tit-Bits.

Summons by Publication

In the Superior Court of the State of Washington for Chelan County.

Edna May Call, Plaintiff.

Charles Franklin Call, Defendant.

The State of Washington to the said Charles Franklin Call, defendant: You are hereby summoned to appear within sixty (60) days after the date of the first publication of this summons, to-wit, within sixty (60) days after the 19th day of March, 1915, and defend the above entitled action in the above entitled court, and answer the complaint of the plaintiff, and serve a copy of your answer upon the undersigned attorney for plaintiff, at his office below stated, and in case of your failure so to do, judgment will be rendered against you according to the demand of the complaint, which has been filed with the clerk of the said court. This is an action in which the plaintiff sues for a divorce from you on the ground of non-support and for the custody of the three minor children of yourself and the plaintiff.

Date of first publication March 19, 1915.

JOHN E. PORTER,

Attorney for Plaintiff.

Postoffice address: Wenatchee, Chelan County, Washington.

Business Paragraphs.

NOTICE—If you have lost anything, or found any article, or if you want to buy, sell, rent, locate, or get information, write or call at this office and place an ad in our "Business Paragraph Column." You will get quick results. Rates 10 cents a line for first insertion and 5 cents a line afterwards. Minimum charge 25 cents.

For Sale

Attention, Cow Owners

For Sale—Three young Holstein bulls, thorobred. Fit for service this year. Reasonable price. Terms easy. 11-12

Stock for Sale

Sheep, cattle and horses. Four milk cows, two fresh. Two good brood mares. See the owner on the George W. Briskey place, near the mouth of the Icicle river. Mile and half from Leavenworth. 5t

A few ever bearing strawberry plants for sale. See Jas. McDaniel's. 11-14

Miscellaneous

For rent 5 room brick house in Varney's addition. See or write J. E. Gutherless. 11tf

FOR RENT Two room shack close in. CHEAP, with water and electric lights. Inquire at Echo office. tf

May Manton Patterns

May be had of the Blakely Dry Goods Store, Spokane. 11*

Elizabeth Nicholas

Teacher of Piano

German Method

Terms reasonable. Address City, and I will be pleased to arrange for lessons.

Kathleen M. Scott

Violin Teacher

Phone 103, Leavenworth, or write Box 12, Wenatchee.

No Use to try to Wear Out Your Cold—It will Wear You Out Instead
Thousands keep on suffering coughs and colds through neglect and delay. Why make yourself an easy prey to serious ailments and epidemics as the result of a neglected cold? Coughs and colds sap your strength and vitality

unless checked in the early stages. Dr. King's New Discovery is what you need—the first dose helps. Your head clears up, you breathe freely and you feel so much better. Buy a bottle today and start taking at once.

The Toppenish creamery has resumed operations.



It is not only kindness to deserving animals, but a POCKETBOOK proposition to keep your stock and poultry healthy. Horses will work better; cows give pure milk; hogs stave off cholera and fowls be free from disease.

It is cheaper to prevent diseases among animals than to cure them after they come. Don't YOU need some remedies RIGHT NOW?

Wheeler's City Drug Store

We Give You What You Ask For
Rexall Agency A. D. S. Agency.

Dressed Chickens Galore
At The
SANITARY MARKET

Highest market price paid for all kinds of Poultry. Here you will find everything you would expect to find at a first class market. Strict attention to the wants of the trade and courteous attention.

Our VELVET BUTTER takes the cake, and if you put it in the cake makes it better.

F. L. COE, The New Manager

Fish for Lent

All kinds of fish—fresh fish, smoked fish, salt fish, dried fish, also crabs, clams and oysters. Eat fish and reduce the high cost of living.

We Want Chickens!

Bring 'em in; send 'em in; any way to get 'em in. We'll pay you good prices.

The Leavenworth Market

Charles Eckhart, Manager.

This Bank Helps Those Who Help Themselves

Start a Savings account with us Today. You will be surprised how fast the dollars accumulate.

Tumwater Savings Bank

"The Pioneer Bank" Capital and Surplus \$30,000

The Menfolk

have the appetites by which to judge a flour. Just try our flours on them --in bread or cake or biscuits. They will say one word and put a lot of meaning in it. It will be "more." Try our flours once; a sack will convince you that you ought to use no other.

Peach Blossom Flour

Wenatchee Milling Co. Wenatchee, Wash.