

Horticulture

your Grange and try to move together in such matters.

I am not prepared to give advice about building a cold storage plant at Shelton. I have kept apples over the winter in cold storage but did not own the plant but paid a definite price per box for storage. Sometimes I have made good money by cold storage and sometimes I have not.

By all means farmers should avoid too many middlemen. We cannot do without wholesalers altogether but when the men between the grower and the consumer get two-thirds of each dollar paid by the consumer and the grower gets but one-third, there is something wrong somewhere. This wrong works both ways—the grower is wronged and the consumer is wronged. Two wrongs can never make one right. How to remedy these wrongs is the great problem before the people and it must be worked out so as to

shorten the distance, or what is the same thing—we must shorten the expense between the grower and the consumer. The very rich people the world over are the non-producers; they are described in the Holy Writ as "those who buy and sell and get gain." This middle class cannot be dispensed with but there is no reason or necessity that they should get the lion's share. It behooves both the growers and the consumers to so cooperate that the producer may get more and the consumer pay less. The burden of this change must rest on the producers. They must organize and see to it that their products go by a more direct route. If some agreement could have been made the past fall by which Mr. Francis could have sent his apples direct to the retailer in Fremont at 75 cents per box and the consumer could have bought them at \$1.00 per box, both ends of the transaction would have been greatly benefitted. Work up your Grange to a proper condition, Brother Francis, and cut out the middleman if he tries to hog it by taking too great a toll and then you will have commenced to solve the great problem. I have more to offer on this matter in another issue. In the meantime let us hear what others have to say about this matter.

BOX VS. BARRELL

It is well known to most of our readers that The Ranch, through its Horticulture Department, has been a staunch defender of the apple box. Barrels are used in the east and we have no complaint to make, but for the apple growers of the Pacific coast we have contended for the box and for the "standard box" upon which we have agreed after mature deliberation. We believed that we had won our fight and believe so yet. It is therefore with no little surprise that we find an apple buyer from Chicago and an apple dealer in North Yakima have agreed in trying to relegate the apple box to the "has-beens" and to install the general use of the apple barrel among the apple growers and apple shippers of the Northwest. A few quotations will set this matter before our readers:

An apple buyer from Chicago, Ed. Paulhan, of the firm of Hall, Wedge & Carter Co., of Chicago, was recently reported by a North Yakima paper as saying: "As I have said before and nobody has believed me, that not with the next crop, but with the next but one, the growers in this valley will be packing apples in barrels. I, or any other man, would rather purchase a barrel than a box, for the simple reason that by removing a stave from the side the contents of the entire package can be examined without the troublesome necessity of unwrapping each apple, and you have the most potent causes for adopting such a pack."

Fred Thompson, president of the Thompson Fruit Company, of North Yakima, is quoted in the same paper saying:—"Ed. Paulhan may have fits, but he's not crazy when he argues in favor of barrels for the coming system of packing the Yakima apple crop." Mr. Thompson argues in favor of the barrel on the score of the large saving in expense. Some of his statements along this line are open to serious objection. His statement as to the cost of barrels compared to the cost of boxes is not correct. The idea that

barrels can be handled quicker than boxes is not borne out by the testimony of those who have tried both. But Mr. Thompson thinks he has finished his crowning reason in favor of barrels when he states: "I venture the assertion that there are 50 apple buyers in the barrel section to one in the box district and nearly all our clients from the east are asking for barrel goods." Is it true that the eastern buyers are asking for western apples to be shipped in barrels? Mr. Thompson must be ignorant of the fact that a discussion has been going on in the eastern papers on this very point. The Rural New Yorker recently sent out inquiries to the apple dealers of the eastern cities for an expression on this very point. I have not space to quote all the answers but not one of them preferred barrels in handling the western apples. Here is a sample of these answers from the Rural New Yorker of November 19, 1910.

"There is only one producing section which uses the box as a vehicle in the disposition of their fruit and that is the mountain and Pacific coast country. The fruit in New York, Virginia and New England is not packed in boxes, except in a very small way. The fact is the growers in the east do not seem to feel inclined to take care of their orchards, or give their orchards that attention which the western grower does, with the result that the fruit in the east is not of sufficiently good quality to be packed in boxes with any good results. As you are probably aware, there is about one bushel of good apples usually found in the barrel, the balance being mostly off grades and as this off stuff is usually found in the middle of the barrel, it cannot be seen by the buyer, whereas if the same stuff is packed in boxes opening top, side or bottom exposes the poor fruit, with the result that the apple growers in the east prefer shipping in barrels rather than boxes.
RAE & HATFIELD.
New York.

"As a general rule, the eastern apples put up in boxes do not meet with popular demand, as it is practically impossible for New York, Virginia, New England and other points to produce the same quality of apples that the northwest producing points put into their boxes. The eastern points could easily do so were it not for the fact that they grade much lower than the western points, and inasmuch as it is practically impossible to change the grading of eastern stock, it is much better for them to continue the barrel package than to attempt to compete their fruit in boxes against the northwest-

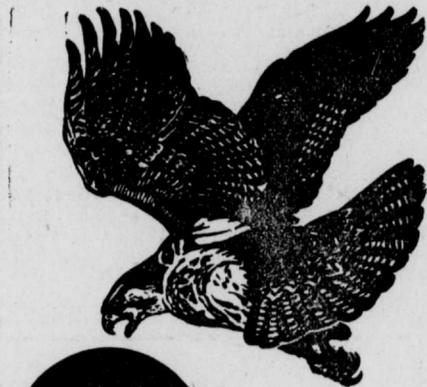
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