

varieties in the Old Land are Snows, Fameuse, McIntosh Red, for fall fruit, and Spies, Kings, Baldwins, Russets, Starks and good clean Greenings for winter varieties, and he advises Canadian shippers to pack their selected fruit in boxes, as some buyers prefer boxed fruit. Once buyers know a certain brand is good, they will wait for this brand and refuse all others; therefore, packers should establish a very high-class, uniform brand, and they will experience no trouble in getting ready sale at a high price.

Citrus Industry in California.—III. THE CITRUS PROTECTIVE LEAGUE OF CALIFORNIA.

By W. R. Dewar.

This organization was born of necessity, like its larger and older brother, the Exchange. In a few years it also has warranted its continued existence, and has become a great power in the development of the citrus industry.

It is a voluntary organization, formed in March, 1906, by representatives of growers, shippers, and shipping organizations in practically all the citrus-growing localities in the State. Its main object is to handle public-policy questions that affect the industry as a whole. In this way its work is different from that of the Exchange, which is purely a marketing agency. It might be called the legal adviser of the Exchange. It also advises and helps on questions of orchard and packing-house management, thus becoming, also, a technical adviser. With these duties before it, it is evident that its successful existence will depend mainly on the man at the head, and the League recognized this, when it last fall obtained G. Harold Powell, of the U. S. Department of Agriculture, to act as its secretary and manager. Mr. Powell has high technical training in orchard and packing-house management. He is also very familiar with transportation methods and rates, and is an expert on refrigeration matters. Soon after taking up office, he prepared and published a statement on the scope and plans of the League from the date of organization to the present time.

It is from that statement that the information for this article is obtained, and for which I wish to make due acknowledgement. I also wish to describe the league mainly from the standpoint that might be of interest to the Canadian growers who were stirred to strenuous action by a contemplated change in the tariff between Canada and the United States—a sword of Damocles still suspended. It is well to note again that the League was formed by representatives of growers, shippers, and shipping organizations, and that it has now come to represent 90 per cent. of those directly interested in the citrus industry. It is a business organization worked on business principles and all questions, such as marketing the fruit, which might tend to make strife amongst the different elements, are left out of its scope. That is why it has from 20 to 30 per cent. more membership than the Exchange. A private dealer who could not retain absolute independence if he joined the Exchange, might be a member of the League and still remain an independent dealer and market his fruit in opposition to the Exchange. There are questions which are common ground for all these elements, such as railroad rates and transportation problems; customs tariffs and other Governmental relations; regulations tending to prevent the introduction of insect pests and fungous diseases; orchard problems; packing-house problems; and all other questions of a general nature that affect the upbuilding of the industry, except the marketing of the fruit.

THE ORGANIZATION.

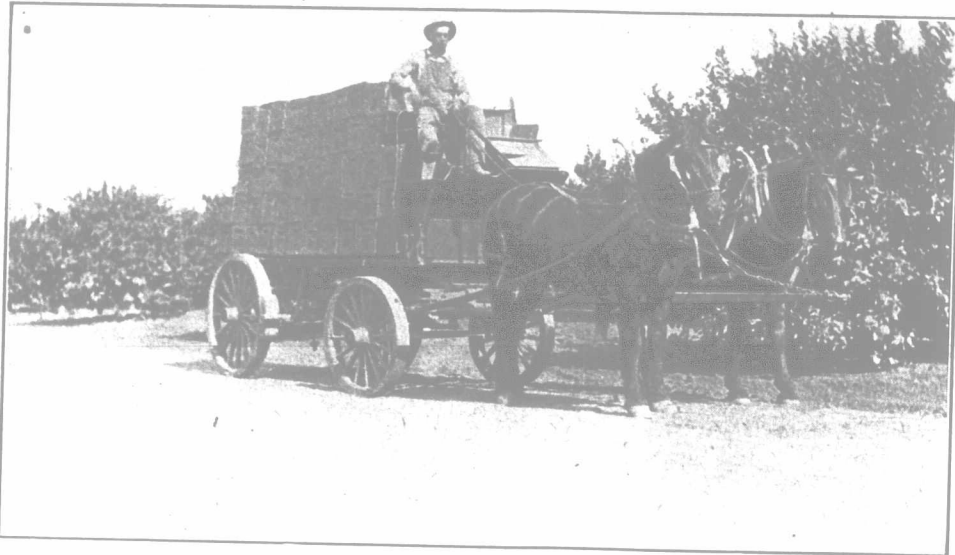
"The League is directed by an executive committee of nine, and by a secretary and manager, the executive committee having been appointed by an administrative committee of thirty of the principal growers and shippers who act as a governing committee, and who were selected from the representative delegates who organized the League in 1906." The manager is the live head, who must keep abreast with all questions and up-to-date with all interests connected with the business. He would call a meeting of the executive as exigencies arose. The administrative committee being large and cumbersome need only convene once a year, and need only discuss general policies and keep the executive awake.

"The League is supported with funds raised by general assessment based on the number of cars of fruit shipped by each member during the preceding year. Fourteen assessments were levied to December 31st, 1910, and \$68,654.88 has been paid in by the members in the five years since the League was organized, of which approximately \$65,000 was expended in the management of its business to December 31st, 1910." That means the League has cost annually an average of \$13,000—not much when we consider that it is looking after the interests of capital invested to the amount of 150 to 200 millions. This year, with a shipment of 45,000 cars, the tax per car will amount to only 30 cents if the expenditure reaches \$15,000. However, even that expendi-

ture is great if the results of the League do not warrant it. But the results do warrant it many times over. Let us see how.

RESULTS.

In 1906, when the League came into operation, the freight rate on oranges to the East was a "blanket" rate of \$1.25 per hundred pounds. Merely by putting forward a reasonable and just argument, it induced the railroads to lower the freight rate 10 cents per hundred pounds, from \$1.25 to \$1.15. This rate became effective in February, 1907, since when it has saved the shipper from \$28 to \$30 per car. The gain to the industry from February, 1907, to December 31st, 1910, from this reduction has been about \$3,175,000, or about forty-five times the entire cost of the League from the date of organization to the present time."



A Load of Lemons.

Ready for the packing house. Showing lemon trees.

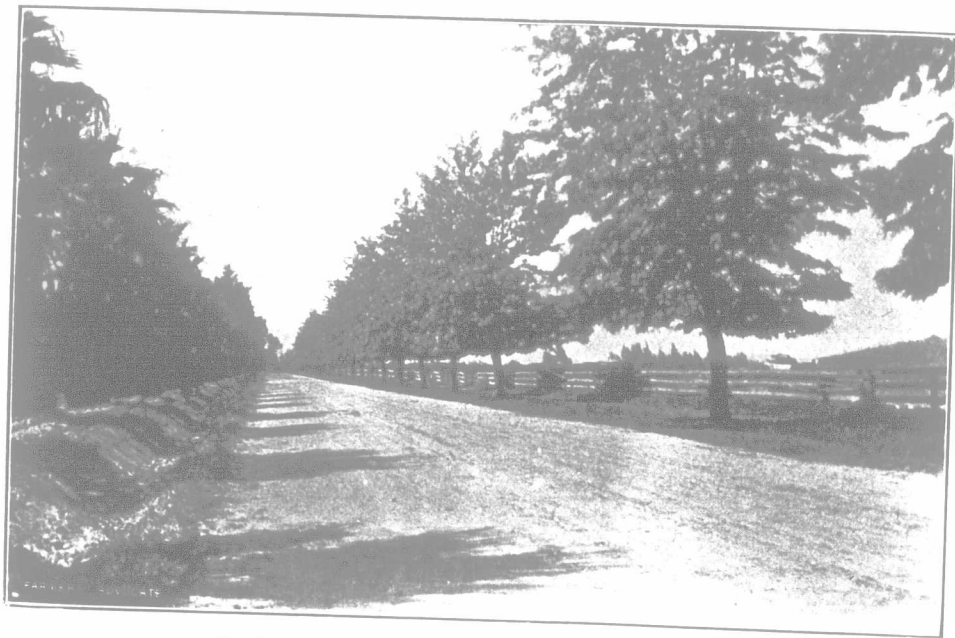
Then the League went after the refrigeration tariffs, and induced the railroads to allow 32,000 pounds of fruit to be shipped in a 40-foot car, at the same rate per car for refrigeration as applied before on 27,650 pounds. This change became effective July 5th, 1909, and by December 31st, 1910, it was estimated that the change was worth approximately \$35,000 to the shippers, or, on practically only one season's shipments (1909-10), it had saved the shippers more than half of the entire cost of the League since its organization.

The League next turned its attention to the tariff on oranges and lemons, and in this case it had to fight an Eastern league—the wealthy importers of citrus fruits. The East might easily beat the West in baseball, but not so when they tackled California's pet industry on the tariff question. In 1908 the duty on imported oranges

have existed through the first stages of such procedure. With the organized importers, backed by a large campaign fund, on one side, and the mighty railroad octopus on the other side, it would have been hopeless for the individual grower to appear happy. No one would have seen him. Far different was it for the League. Being able to secure the best legal advice and to bring pressure to bear upon Congressmen and Senators, it was able to stand out in equal proportions to the importer and the railroad interests, and to demand a fair deal. In the meantime, 15 cents on every 100 pounds shipped, being the difference between the \$1 and \$1.15 rates, is being collected through the League on all shipments, and is held by a surety company. The amount collected will be returned to the growers and shippers if the finding of the Interstate Commerce Commission is sustained by the higher tribunal.

This season, the amount in consideration will be over \$200,000, a very nice sum saved for the growers if the league is successful.

Another notable victory was gained by the League over the railroads recently, when the Interstate Commerce Commission handed out its opinion on a disputed point in pre-cooling and pre-icing. Under the transportation rates the railway has to furnish refrigerator cars for fruit. These are collected daily from the shipping houses, and when required by the shipper are taken to a central point, where the railway



A Well-kept California Rural Road.

Mainly used for fruit hauling.

and lemons was 1 cent per pound. The importers were agitating to remove the duty of 1 cent per pound on oranges, but were willing to let it remain on lemons. The Citrus League wanted the duty to remain the same on oranges, and to be increased to 1½ cents per pound on lemons. The League won in both instances, and on August 5th, 1909, the new tariff law became effective. This meant a great deal to the citrus industry. It practically meant the salvation of the industry from disaster, by allowing them to compete on fair terms in Eastern markets with lemons and oranges grown in Sicily and Spain, where labor is much cheaper, and from where steamship freight is only about 30 cents a box, as compared with

will have a large pre-cooling plant to pre-cool and pre-ice. The charge made for this pre-cooling and pre-icing is \$30.00 per car. Some individual shippers had facilities to do their own pre-cooling and pre-icing, but when they did so, the railways had the colossal audacity to charge the \$30, as if they themselves had done the work, and so plausible were their arguments when charged with the unreasonableness of this before the Commission, that the League had to argue every point to win out. Even as it is, the railways are allowed to charge \$7.50 per car—\$5 for repairs to bunkers, whether necessary or not, and \$2.50 for something else, freight charge on additional ice carried, I think.