

demand for the products of these forests, there is imminent danger of unwarranted waste of the forests' productive energy by inattention to the proper co-ordination of turpentine and lumbering operations.

"A few owners of naval stores forests are now combining in one continuous operation the production—first, of naval stores, and, second, the production of lumber—the operation intended to strip the land, to make full and final use of the stand. Realization of fuller value from their ownings is the incentive for combining the two industries, just as the great steel manufacturers have come to realize fuller profits by owning and mining the coal they use in making steel. The principal aimed at, but not yet effected, is proper co-ordination in turpentine and lumbering operations—a combination of effort which is highly essential for practicing the utmost economy and deriving the fullest returns from a naval stores forest.

"Under the ancient method of turpentine much timber has failed of proper utilization for lumber after being worked out for turpentine, because lumbering was not planned to follow at the close of the turpentine work. At the present time many lumbering operations are crowding out, on too short periods of rotation productiveness of forests. No data are available now to show comparatively the ratios of profit in lumbering naval stores forests and in working them for this industry to the cost of property and of carrying on the two operations. It is believed, however, that relatively much greater returns are realizable from naval stores operations. Certainly in the fullest economy of use the turpentine forest should be made to produce its fullest returns before ripe portions of the stand are lumbered. This, when properly co-ordinated with the subsequent lumber operations, will make greatly for the permanence of the industry.

"With the accomplishment now of a highly conservative, and at the same time profitable, method of turpentine, all lumbering and naval stores operations should, for the permanence of both the industries themselves and for the owner's profits, be so carefully co-ordinated that the lumber interests take up and use the turpentine timber only after it has been made to give its fullest returns of naval stores.

"Future studies of the Forest Service are to determine whether or not its extremely conservative method of shallow chipping for turpentine may be applied to half-grown or to large immature timber without actually checking its profitable annual increment of growth. Should it be possible in this way to work a comparatively young forest for naval stores up to maturity, the long period of naval stores production sought now during mature life of the forest, will not hold the mature timber out of lumber operations so long beyond the point of mature growth.

#### Effective Fire Protection.

"A word only needs to be said regarding the relation which effective fire protection bears to the permanency of the naval stores industry. Ground fires are the naval stores operators' greatest and most dreaded enemy. His equipment and 'crops' of turpentine trees may be ruined by severe fires. At considerable expense the inflammable trees are protected at the end of every season by raking in a small circle about each tree. Even this does not in-

sure complete protection, for many 'crops' are then burned.

"The turpentine operator is, therefore, in position to welcome effective State or national fire protective measures. He has come, however, through the apparently impossible enforcement of existing forest-fire laws, to depend upon the protection he himself provides. He prepares, as best he can, to meet the annual ground fires which 'irresponsibles' set out. When it can be safely done he burns the grass himself to prevent others from doing it less carefully.

"The naval stores operator would not be inconvenienced if the forest were unburned. Owners of cattle ranged at large in Southern point forests are charged locally with burning the forests every winter to improve (?) the grass (now only tough sedges which afford little nutrition, as evidenced by the extremely small size of pine-forests cattle)."

#### FLORIDA AND CALIFORNIA FRUIT COMPARED.

J. P. LaFontisee, Formerly Editor of the Industrial Record, Writes of the Fruit Conditions in Baltimore.

By J. O. LaFontisee.

Washington, March 13.—While in Baltimore recently official business took me through the wholesale district of this distributing center of a large section of the United States. My attention was attracted to a large shipment of Florida oranges and grapefruit, standing near a like shipment recently received from California and the remarkable difference in the appearances of the packages of the two states.

I spent nearly two hours among the commission merchants who deal in produce and who take a great deal of the fruits and vegetables of Florida as well as California fruit. This was during the last week in February and on that day California oranges were selling far in advance of Florida stock and with a much better demand. In discussing the various reasons for this difference in the remarkable range of prices the commission merchants appeared deeply interested and it is evident that most of them had been making a fruitless effort to induce more care in packing, selecting and shipping on the part of the Florida producer. It was the general opinion that the Florida product was in every way the equal of that of California, with the exception of carrying qualities, and that Florida oranges would reach the California standard of prices if the proper care and a higher standard of business proficiency was exercised.

I found that the first objection in a majority of cases was the character of the package. While most of us from Florida claim that the Florida orange package is in every way an improvement on the California crate-like box, commission men claim that the California package is superior in many ways, a few of which are given:

1. The open package permits of a better view of the fruit.
2. It is more pliable and the top pieces not being nailed to the center piece, permits of a bulging, allowing freer circulation and preventing the bruising of the fruit.
3. There is a better circulation of air and a consequent better insurance against rotting.

There was not a commission man who did not prefer the California package and

some of them were emphatic in their contention that the Florida orange box should be remodeled. This, they claim, could easily be done by cutting the veneer side pieces into three parts and nailing separately with at least an inch allowance for air. It was also contended that the top pieces should not be nailed to the center. But if this were done some questioned the ability of the package thus constructed to withstand the severe handling which Florida produce of all kinds receive. While the California fruit travels a greater distance to compete with the Florida fruit in the Eastern markets, it is all shipped in carload lots and is never rehandled, as is frequently the case with the Florida fruit, and especially that which is sent North by water transportation.

#### Carrying Quality of Florida Fruit.

That the Florida orange is inferior to the California fruit as to carrying quality there is no question. This condition has been brought about through years of careful study in California and applying the needed remedies in the growing of the fruit. In California the orange growers study every condition referring to cultivation and scientific methods are more generally applied than in Florida. This has resulted in perfecting the carrying qualities of the fruit.

#### The Lack of Organization.

Commission merchants tell me that in California the fruit growers' system of organization is as perfect and as general as is possible to make it and that their dealings with the California fruit growers is mainly through this organization. This gives every grower an equal showing, for the fruit is graded in California and is not subject to the criticism of the man in the East. A shipment of Florida fruit from the same grove, packed in the same packing house, by the same methods and in every way uniform, may be consigned to two different commission houses and returns of their sales may show that the two commission merchants differed as to grade and price. Not so with California fruit, where the pool system is adhered to and where every grower is exactly on the same footing. Commission men of Baltimore claim that they see a decided advantage in this perfect organization for the grower and themselves favor it. But in this connection the commission men of Baltimore have seriously neglected their own interests in precisely the same way. There is no organization among the commission merchants of Baltimore and no united effort is being put forth to improve the trade from their standpoint or from the standpoint of the shipper, and to the honest commission merchant the interests of the shipper and the commission merchant are identical. There is a so-called organization, but it deals only in matters of credit and protection within the immediate trade.

#### Methods of Packing.

Commission merchants are loud in their condemnation of the loose methods employed by the Florida shippers in the packing of fruit. One of the largest produce merchants said:

"This matter of packing fruit works such great evil to the producer that it is a serious question in disposing of fruit and frequently places the commission man at a disadvantage. I can show you fruit from ten different growers in Florida and I will venture the statement now that every package is faulty as to packing and especially as to sizes. The Florida fruit growers will pack fruit of several sizes in

one box and frequently the box is not complete, at times at least five oranges being lacking to make a full box. The retailer knows this and if it is Florida oranges he buys he insists upon a reduction. In the majority of cases no matter where the fruit comes from and how carefully it is packed the fact that it is from Florida is sufficient to cause the retailer to seek for this allowance. Another thing is careless handling in the packing house. Some of the fruit when it reaches here appears to have been thrown from one end of the packing house to the other. Growers cannot be too careful in handling the Florida orange. I know of cases and have seen them with my own eyes where the sizer used permitted a drop of several feet. You cannot expect fruit thus handled to carry."

The commission merchant opened five boxes of Florida oranges and with the exception of one box, shipped by the Ronnoe grove of New Smyrna, all of them were faulty and exceedingly so. The grove mentioned had quite a large shipment of fruit on the Baltimore market and the fact was noted that the appearance of the brand printed on the package was worth considerable. The commission merchant states that the care exercised by this grove has created a demand for that particular brand of fruit and has been worth several hundred dollars to the owners this season.

#### Shipment of Green Fruit.

Commission men claim that the shipment of green fruit works a great injury on the Florida industry. It is claimed, however, that the Florida fruit does not color as early as the California fruit and that even though the rind be green the inside is of a rich color and mature. This has evidently led a great many to send in their fruit too green and too early and it is interesting to know how only one small shipment of this character will affect the Florida fruit for the entire season. One commission merchant referred to a customer who purchased Florida fruit from him for ten years and who has been buying only California fruit this season because he was bit by green fruit early in the year. One merchant claimed that three carloads of green fruit diverted from Baltimore to Pittsburg early in the season practically ruined the prospects for Florida fruit in that city for the entire season. There appears to have been more green fruit shipped this season than ever before.

The fact that one shipper may seriously cripple an entire industry by placing green fruit on the market was the subject for general discussion among the commission merchants of Baltimore. They claim that this has been done and that the legislature of the state should not permit a few growers of fruit to do their neighbors so grievous an injury.

#### Other Florida Produce.

On the day I visited Baltimore there were shipments of lettuce from Gainesville and Sanford, a few Florida beans and tomatoes. In referring to the packing of these vegetables the suggestion was made that the square crate for lettuce was much better than the basket and that it was only a question of time when dealers in the Eastern markets would insist upon the elimination of the basket crate.

The method of shipping and packing in cars are discussed. Commission men claim that the only correct way to pack oranges in a car is to stand the boxes on end and that when this is not done the