

You Must Run The Gauntlet

750,000 BOXES OF FRUIT LEFT.

Close figurers in and out of the Exchange believe that there are not more than three-quarters of a million boxes of citrus fruit in the state, and R. P. Burton, sales manager of the Exchange, is authority for the statement that 90 per cent of the oranges and 60 per cent of the grapefruit still left are in the hands of the Exchange.

As the fruit outside is in the hands of people not antagonistic to the Exchange, and as Florida fruit is now bringing excellent prices in both new and old markets.

Up to March 14, 17,565 cars of citrus fruit had been shipped out of the state this year. As the average of boxes to the car is now in the neighborhood of 330, this means 5,796,450 boxes of fruit have left the state. With 750,000 boxes still on the trees, the total crop this year will run to 6,546,450, which is about what the estimates at the opening of the season forecasted.

The number of boxes to the car is being steadily increased by the good methods of packing introduced by the Exchange. The average last year was 307 boxes to the car, which was an increase over the year before. The number of boxes in the Exchange cars will average 360, while it is believed that the average for the state will run to 330 all right.

Many advantages in the closer packing are pointed out by the citrus experts. Fewer cars are needed to handle the same quantity of fruit, which in case of a car shortage is a mighty important matter not only to the railroad, but to the shipper as well. The sale of a carload of oranges means the sale of more boxes of fruit, thus cutting down the cost of sale, and the fruit is apt to make the journey to market in better shape if well packed than if the reverse is true.—Tampa Times.

"I hear your daughter married against your wishes?"

"Well, it wasn't exactly against my wishes. I just want to be able to say I told her so if anything goes wrong.—Pittsburgh Post.

Before you can begin the big fight that will win or lose success for you—you must fight many smaller battles, battles that will give you strength and experience for the real and inevitable struggle. The first and most important engagements will be with the enemies that lie in your own self. When you have conquered them you can go forth reasonably assured that you will accomplish any worthy object to which you may aspire.

MUNSEY'S MAGAZINE SAYS FLORIDA MOST PROGRESSIVE STATE IN WHOLE NATION.

The following extract from Munsey's Magazine should prove of great value to Florida. It is merely a portion of an extended article the whole tenor of which was praise for this state, and should be read and circulated by many of the residents of Florida. Here is the clipping:

"Florida is one of the busiest, most enterprising and most prosperous of American states. Its towns and cities have in five years doubled their size. No other state produces so much phosphate, cypress lumber, resin or turpentine. No other state makes so many Havana cigars or grows so much long staple cotton. And perhaps no other region, in any part of the world, has so happy a blending of the joys of life with the business energy that creates material progress and modern civilization.

"Men are now finding gold in Florida, not in mines, but in the forests, farms, fisheries and factories. Not all the gold that was found in Nevada and Arizona last year, for instance, would equal the wealth that went to Florida for her fruits and vegetables; nor would the total output of Alaskan gold mines be enough to buy the cigars of Tampa and Key West.

"There are enough golden oranges and grapefruit in her groves this win-

ter to pay back the price—five million dollars—that the United States paid to Spain for the territory in 1821. She will have enough cotton and tobacco, both of the highest quality, to bring five million more; and the lumber that Floridians shipped from their five seaports in one year was sold for ten million dollars.

"Phosphate is probably the most precious natural product of the state. It is a plant food, used to enrich the soil. A village doctor was the first to discover it, thirty years ago, and since then Florida has sold sixty million dollars' worth, mostly to Germany and to other European countries. This sum seems large enough, but it is a trifle compared to what Florida will

make from her phosphate when she learns to use every ton of it at home, enriching the soil of her own farms and gardens.

"What with this buried treasure of phosphate, the riches of her soil and trees and waters and workshops, and the earnings of the tourist season, the people who now live in Florida have a yearly income of more than \$125,000,000. This amount, we may observe to countrymen of Ponce de Leon, is very nearly equal to the present governmental revenue of the kingdom of Spain.

"It can be said that no other state is farther from the gates of death than Florida. Her average annual death rate is about nine a thousand, and she has 71 veterans who have rounded out a full century and are still in the land of the living.

"She allows the soil and the sunshine to work for you every day, so that farming becomes a continuous performance. If one crop fails there is no need to wait until next year. You can plant a new crop tomorrow."

FLORIDA'S SUMMER CLIMATE.

All of us have talked about Florida's winter climate, and the great advantage of being here in the winter season, but few of us have ever laid stress upon the summer climate of the land of flowers.

Fort Pierce, Fla., Jan. 30, 1914.

Mr. New Settler, Vero, Fla.

Dear Sir:—We have lived in this State for the past thirty years and can advise you intelligently about the line we carry and the adaptability to this country's needs. Hardware, Furniture, Farming Implements, Studebaker Wagons and Buggies. Dynamite in stock.

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