

needed during this war period and which will lap over and tie into that period which always follows war and leave us to stabilize industry and business generally and to take care of our people in a better way.

I have not attempted to give any statistical data. I shall be followed by some representatives of our section that will dwell on that subject. If there is anything else, gentlemen, very well, and if not I thank you very much.

The CHAIRMAN. Mr. Shary, you have had some experience with the development of the fruit industry down there, I believe?

Mr. SHARY. Yes, sir.

The CHAIRMAN. About how many grapefruit trees have been produced since you have been operating down there?

Mr. SHARY. Well, I may say with pride that I planted the first commercial orchard in the Rio Grande Valley.

The CHAIRMAN. I thought you did.

Mr. SHARY. And this has been augmented since 1913 and 1914. I do not know exactly the Government inventory, but we now have over 10,000,000 bearing trees, I guess, in the valley.

Mr. HALL. Do you raise pink grapefruit?

Mr. SHARY. We raise the pink and many other varieties that have been more recently developed.

Mr. HALL. I come from Long Island, and, of course, they do not raise any grapefruit. I am wondering whether, as an expert, you will tell me if the grapefruit are as good which come from Florida as those which come from Texas?

Mr. SHARY. In all justice you would hardly expect me to answer that question.

Mr. HALL. You may extend your remarks in the record.

Mr. PITTINGER. How about California?

Mr. SHARY. Of course, we raise good products and so does Florida raise good products.

Mr. CULKIN. You spoke about a good deal of your stuff going to the railroad and the freight rate carrying charges running more than the amount you received.

Mr. SHARY. That has happened to us many times, of course, in many years. Of course, when the market is strong it does not happen, because while we pay an exorbitant rate for freight we still get some return.

Mr. CULKIN. When that occurs what do you do with this stuff?

Mr. SHARY. We run into competition we cannot meet and therefore do not get that trade developed.

Mr. CULKIN. When that condition exists I assume you do not ship the stuff at all, do you?

Mr. SHARY. It has happened when a condition reaches such serious points that we would have to plow our cabbage under and use it as a fertilizer.

Mr. CULKIN. And also plow your delicious pink grapefruit under?

Mr. SHARY. No; it has not been that bad.

Mr. CULKIN. They are in great demand, I suppose.

Mr. SHARY. Our price to the farmers has been pretty bad. The freight rate to Chicago on a carload of grapefruit is 400 and 425, somewhere in that neighborhood, of dollars. And the returns after it is packed at a cost of 65 cents a box, after it has been picked and hauled to the packing plant at a cost of 10 cents to the farmer, after a