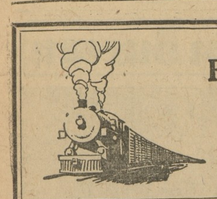
American Farm Bureau

The Louisiana Farm Bureau Cotton Growers' association, with a membership of approximately 5,000 farmers who have pledged 100,000 bales of cotton under a five-year standard contract, was incorporated at Baton Rouge recently under the state co-operative marketing law which permits farmers to organize non-profit, non-capital-stock agencies for the selling of farm produce. In the accompanying picture is shown the newly-elected directors and officers of the association, as follows:

Top row, left to right—Leo Hartman, Farmerville; Walter Scott, Tallulah; Travis Oliver, Monroe; J. Franklin Schell, Washington; W. P. Connell, Baton Rouge.

Middle row—A. L. Smith, Monroe; Dr. J. B. Pratt, Natchitoches; R. A. Kent, Fluker; Jno. R. Anderson, Oak Grove; J. T. Henry, Simsboro; E. G. Arceneau, Lafayette; R. H. Miller, Minden; Frank Dimmick, Shuteson.

Bottom row—Walter F. Johnson, Mansfield; Dr. W. B. Womble, Gilbert; N. R. Cotton, Jonesville; Andrew Querbes, Shreveport; Mrs. H. M. Cannon, Baton Rouge; Harry F. Kapp, Baton Rouge; L. P. Roy, Marksville.



Farm Bureau Fights Farmers' Freight Battles

One department in the American Farm Bureau Federation returned last year to the farmers of America enough to pay all farm bureau dues for ten years. The services of the Transportation Department are not exceptional, but they permit of reduction to a dollars and cents valuation more easily than some of the other departments.

Early in 1922 the Transportation Department presented a petition to the Interstate Commerce Commission asking for an immediate investigation with a view to reducing immediately rates on basic commodities. As a result of this petition an investigation was held and a 10 per cent reduction on all rates was ordered. This meant an annual saving to farmers alone of more than $120,000,000—approximately $18 a farm. This saving is in addition to those made earlier by the Transportation Department, which total $33 a farm.

The most spectacular rate case engaged in by the department was the southeastern live stock case. On this the energetic efforts of the farm bureau saved live stock raisers of the southeastern part of the United States some $4,000,000.

Saving for Live Stock Shippers.

In this case the carriers proposed to iron out discrepancies in their rates by making advances ranging from 45 to 95 per cent. The American Farm Bureau, at the request of local organizations, entered the case. A scale was finally agreed upon which entirely eliminated the proposed advances, wiped out the discriminations and made rates on stockers and feeders 75 per cent of the standard rate.

Early this year a hearing was held by the Interstate Commerce Commission on a petition of the carriers asking for a removal of the rule requiring rates on coarse grain to be made 10 per cent under rates on wheat. At the request of local organizations the Department of Transportation filed a protest. The farm bureau was able to demonstrate that coarse grain is worth only from two-thirds to three-fourths as much a hundred pounds as wheat and that the volume moving is 50 per cent greater. Since the value of the commodity and the volume of traffic are important factors in fixing rate levels, this evidence was vital. A removal of the 10 per cent rule would increase the freight burden of the Mid-West farmers something over $6,000,000.

These have been the big outstanding rate cases in which the American Farm Bureau Federation has been interested. In addition there have been the mixed carload case, the Chicago Terminal case, the hog minimum case and others.

Seeks Rate Equalization.

The department is largely centering its efforts this year toward equalization of rates. The general policy of the farm bureau is that the rate level should be uniform where general conditions prevail.

But not alone in rate saving has the Transportation Department been of service to the farm industry. The tremendous growth of business has caused a car shortage exceeding 170,000 cars. This car shortage has caused millions of dollars' loss to farmers.

The Transportation Department attacked this problem from all sides. An immediate study was made to ascertain the facts. It was found that there was not sufficient railroad equipment to care for all the business, but that the situation could be largely relieved by a better distribution of cars by the roads and by eliminating partial loading by shippers.

The department prodded the American Railway Association for better distribution. Insistent demands were made that cars congested in the East be sent West in solid train-load lots. This remedy was adopted.

Fought Light Loadings.

An energetic campaign was waged among shippers to secure maximum loading. This proved effective in eliminating a big waste in car space.

Whenever particular car shortages were brought to the attention of the department the matter was taken up immediately with the railroads and with the American Railway Association. Eighty-four individual cases of this type were handled in one week by the department.

In every case the shippers received the cars needed.

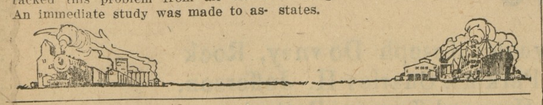
At the request of the transportation division of the joint commission of agricultural inquiry, the Transportation Department compiled a history of a large number of rates on agricultural products. This history showed increases from 1913 down to 1921 running from 30 up to 150 per cent.

Assisted Inquiry.

Later, C. B. Hutchings, head of the department, went to Washington and was placed in charge of that portion of the report which covers the economic relationship of freight rates to the products which the farmer produces. Among the commodities considered were live stock, fruits and vegetables, grain, hay, cotton, wool, poultry, eggs, butter, cheese and milk. The results of this study are summarized in a release of the joint commission, as follows:

"The joint commission has decided to report to congress," said Chairman Anderson, "that the transportation rates on many commodities, more especially the products of agriculture, bear a disproportionate relation to the price of such commodities; that immediate reductions in transportation rates should be first applied to farm products and other basic commodities; that reductions in rates upon the articles of higher value, or upon tonnage moving upon so-called 'class rates,' are not justified while the rates upon agricultural products and other basic commodities remain at their existing levels; great consideration should be given in the future by public rate-making authorities and by the railroads in the making of transportation rates to the relative value of commodities and existing and prospective economic conditions.

The Transportation Department works in close harmony with transportation departments of state federations. It has done much work in the preparation of state rate cases and in securing rate adjustments within states.



Co-operative marketing methods have netted California growers twenty-five million dollars. The same principles can be used in any state.

The offices of the county, state and national farm bureaus are always open to you. Pay them a visit when you can.

Here's something to think about—if all the farm bureau members in the United States aided the work as much as I, how far would we get?

We will get further with our plans if we are mindful of the public good. Narrow policies will bring our program into disrepute.

Doctor Johnson on Reason.

Sir, you are giving a reason for it; but that will not make it right. You may have a reason why two and two should make five; but they will still make four.—Dr. Johnson.

Helpful Thought for Today.

Do not try to grasp too much of life at one time. Live today well; life is a mosaic and each tiny piece should be cut and set with skill.—Boston Transcript.

With Farmers in Washington

Gray Silver is the Washington representative of the American Farm Bureau Federation. His office is in the Munsey Building, Washington, and he watches what is going on at both ends of Pennsylvania avenue. It was Gray Silver who organized the agricultural bloc in congress and thereby got passed and signed more bills that the farmers were asking for than were ever passed by any congress since the gavel first fell in the old capitol in Philadelphia.

Gray Silver is a a farmer, and lives at Martinsburg, W. Va., where his apple orchards are famous. He was

Gray Silver.

born in 1871 at White Hall, Va. He owns and operates orchards and general farms in the Shenandoah valley, and also in Illinois and Arkanses. He breeds Shorthorn cattle and Shropshire sheep, and ships carloads of cattle, wool, apples, rice, wheat and corn. Mr. Silver is president of a federal farm loan association, director in a farmers' mutual fire insurance company, and director in a farmers' mutual telephone company. For two terms he was a state senator in West Virginia.

When the American Farm Bureau Federation was organized, Gray Silver was picked out to represent the new farmers' movement in Washington. He has made good, too—because both Republicans and Democrats are his friends and because he champions the cause of our farmers and does not admit partisan prejudices to interfere.

The Town's Chance

When this town holds a chautauqua, or a lecture course, or a fair we depend upon our farmer neighbors to support it. They never fail us. Any movement that this town initiates that is for the general good is backed by our farmers. When we give a celebration, the farmers come into town and spend generously. A telephone call out on the rural lines brings the country people into any specially good movie. An advertisement in the paper brings the families into the department stores. If we are trying to beat a rival at baseball the farmers wear our stickers on their automobiles and advertise our town about the country. Whatever it is that will make a town a better, happier, more prosperous place in which to live, finds the sanction and the moral and financial support of the farmers of this community.

We acknowledge our indebtedness to the country 'round about us. We promise to reciprocate. We will take an interest in issues concerning farmers.

Our Turn Has Come.

It is our turn now to help our farmers. Such an opportunity does not come every day. We can cheer for the farm bureau—a farmers' organization that is sweeping the country as light dispels darkness. It is an organization through which the rural communities can grow and find themselves. As the country grows, so grows the town. We townfolk will never be richer than the outlying farms.

But even if we were never to gain from the advent of the farm bureau, even if it were not a settled fact that the prosperity of the farmers means money in the pockets of every business man in this town, we owe the farmers our wholehearted support in their efforts to raise their standards of living through organization. They are our friends; they always support us in our struggle to progress.

Adds to Town Wealth.

However, the coming of the farm bureau does mean our own material good. The farm bureau fosters good roads. How many merchants have added up red on the ledger because the country roads were impassable? The farm bureau fosters more efficient marketing—more profits for farmers, more money to spend for things sold in this town.

The farm bureau teaches better production. It goes farther and demonstrates better farming. We should hasten to offer our farmers every means of making production easier, safer and more profitable—in order that we may eat, to put it frankly.

We could go on naming benefits which this town and our neighboring towns will share through the increasing strength of the farm bureau. But let's give our right hand of help to this greatest of farmers' organizations with the unselfishness of the farmer who brings his family to town on Saturday night and writes the checks with which we pay our bills.

It's up to us—right here in town.

Today's Wise Word.

"Given a good cook, a good figure, a good temper and a good bank account, and a woman can outmarry all the sirens of song, story and history."—Helen Rowland.

Misdirected Energy.

Then there is the man who seems destined to go through life hitting his thumb on the back while trying to hit the nail on the head.

Students Analyze Marketing Process

Farm Bureaus Establishing Fellowships to Study Co-Operative Problems.

If farmers' co-operative marketing enterprises succeed they must be founded on accurate marketing knowledge. To get these facts the American Farm Bureau Federation in co-operation with state federations has established a series of fellowships in various state agricultural colleges, which will enable an analytical study to be made of the entire marketing process.

These fellowships are given to a graduate student and are for the period of one year. They are valued at $720.

The study of each commodity is being taken up separately. Co-operative marketing of dairy products was selected as the first study. Work is now in progress in Illinois, Wisconsin, Iowa, Texas and California, on this project. Grain, live stock, fruit, cotton, tobacco and other commodities will be taken up and given the same close analytical study, fellowships being granted in the state colleges of agriculture in the states prominent for each of these commodities.

The general outline of the fellowship plan was worked out by H. W. Moorhouse, director of the Department of Research of the American Farm Bureau Federation, and the administration of the entire project will be in the hands of his department. Mr. Moorhouse some months ago selected Theodore H. Macklin, professor of agricultural economics at the University of Wisconsin, to have charge of the research scholarship in co-operative marketing of dairy products.

Professor Macklin outlined the plan of study which was assigned to the graduate students to be followed in their researches in their respective states. The work will continue throughout the college year. The reports will be submitted to Professor Macklin, who will analyze the separate investigations and make a final report.

Professor Macklin is offering this summer a special seminary at Wisconsin university in the marketing of dairy products. He has twenty to thirty mature students from various parts of the United States working on the subject under his direction.

FARMERS IN CONVENTION

A Little Story of a Meeting in Chicago.

Time—March, 1920.

Place—The gold room in the LaSalle hotel, Chicago.

Persons—Farmers.

There is really nothing remarkable about a meeting of farmers. If stories had been written about every meeting at which farmers had been the only ones present the entire LaSalle hotel would not be large enough to hold them all.

But it was significant that, in the second largest city in the United States, and in one of the busiest centers of that city, the farmers from over the entire country should be convened to discuss the problems of the farm.

And even more significant than the setting, the men present, and the time, were the things that took shape during the meeting, for it was at this meeting that the American Farm Bureau Federation was born. Twenty-eight organized states with a membership of 456,000 formally ratified the constitution of the national organization and went on record as having made for themselves an organization which would do for the farmers collectively what they could never hope to accomplish individually.

In short, the farmers had organized.

Many people feel about the farm bureau as they do about church: that it is a splendid thing for the community; they would be sorry if it should fail. They hope that somebody else will see that it keeps going—keep it around handy. Maybe if it gets to be a real good thing they will want to join sometime. Shucks!

THE VICE PRESIDENT

Dr. W. H. Walker of California, always active in National Farm Bureau Federation affairs, was the unanimous choice for vice president for 1923.

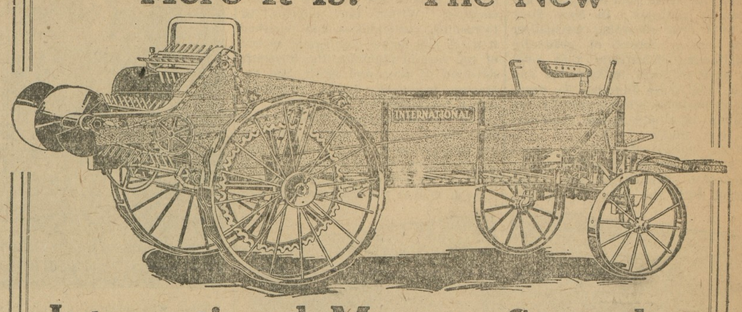
Like the Noise.

Jud Tunkins says every man is entitled to his own opinion, but most of us would rather get into an argument than enjoy peaceable possession.—Washington Star.

Lions Furnish Good Steak.

Lion flesh is said to be very good eating, but tiger is tough and sinewy. Nevertheless, the latter is eaten in India, as there is a superstition that it imparts strength and cunning to the eater.

Here It Is!—The New



International Manure Spreader

Run Your Eyes Over These Best-yet Features:

1. **Roller Bearings.** Roller bearings at seven points—the only spreader so equipped.
2. **Double Ratchet Drive.** Walking beam transmission from main axle eccentric and extra large ratchet wheel give easy, strong, steady feed. No pounding or jerking, due to extra-long movement of pawls on ratchet wheel—only two power impulses on ratchet for every revolution of 46-inch drive wheels. Box tapered to eliminate friction on box sides. Six feed speeds.
3. **Oscillating Front Axle.** Auto-type, permitting short turn. No pole whipping. No strain on frame.
4. **Power; Both Wheels.** Power is transmitted direct from main axle to beaters, wide-spread spiral and manure conveyor—not through beaters to conveyor or vice versa.
5. **Wheels Track.** Rear wheels track with the front wheels, lightening draft.
6. **Tight Bottom.** There is no clogging, jamming apron, because the spreader has a tight bottom. Spreads anything. Retains all liquid manure.
7. **Two Beaters.** Two all-steel beaters with chisel-pointed square teeth work from both top and bottom of the load. Allow extra-high load.
8. **Wide-Spread.** The spiral behind the beaters gives the manure a third beating, and spreads it finely and uniformly beyond the wheels.
9. **All-Steel Main Frame.** Does not check, rot or warp. Wood box sides hold only the load. Frame holds operating mechanism independently of box; keeps alignment perfect.

The New **International**—made in two sizes—is unquestionably the best spreader value on the market today, and when you consider it in connection with its price, it is so far ahead of all others that there is really no comparison.

We have a sample spreader set up for your inspection. Come in and look it over.

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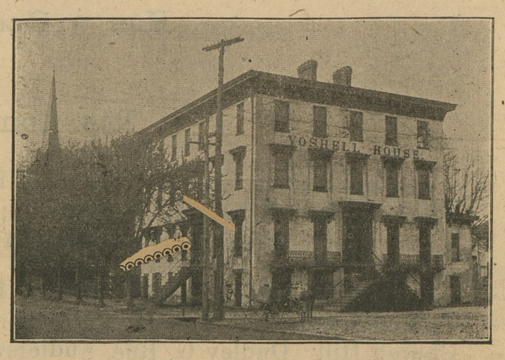

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