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## MARKETING WORLD'S GREATEST PROBLEM

WE ARE LONG ON PRODUCTION, SHORT ON DISTRIBUTION.

By Peter Radford  
Lecturer National Farmers Union.

The economic distribution of farm products is today the world's greatest problem, and the war, while it has brought its hardships, has clearly emphasized the importance of distribution as a factor in American agriculture and prompted to give the farmers the co-operation of the government and the business men of their marketing problems.

This result will, in a measure, compensate us for our war losses, for the business interests and government have been in the main working toward exclusively on the production side of agriculture. While the department of agriculture has been doing a great deal to help the farmer to produce, the farmer has been changing his of products in the nation's garbage can for want of a market.

The World Will Never Starve.

At no time since Adam and Eve were driven from the Garden of Eden have the inhabitants of this world suffered from lack of production, but some people have given birth to the idea of creation to this good work by the lack of proper distribution. High transportation costs have forced a change in diet and one result has left the place of work, while another increased, yet the world is a whole less over here a land of plenty.

We now have less than one-tenth of the arable land of the earth under more cultivation, and we are only half the surplus area to show for it. It is safe to estimate that in case of dire necessity one-half the earth's population could at the present time support their living out of the trees of the forest, gather it from wild vines and draw it from streams. We are almost become a nation of waste.

The situation has always been that the producer would not compete with the foreign, but the demand comes from the extreme basis of our own soil and nature and the farmer has been urged to produce recklessly and with no reference to market, and regardless of the demands of the consumer.

Back to the Soil.

The city people have been urging each other to move back to the farm, but very few of them have moved. We believe the city people back to the soil and the earth's surface can take 10,000,000 acres of idle land where they can make a living by raising the earth with a plow stick, but we do not need them as an increasing population is not wanted. We are here of the producer we can use. The city man has very erroneous ideas of agricultural conditions. The economy accepted theory that we are short of production is all wrong. Our annual increase is greater than the needs of our increase in population.

The World as a Farm.

Taking the world as one big farm we find two million acres of land in cultivation. Of this about three-quarters, or approximately 1,500,000,000 acres, are in the eastern and 1,000,000,000 acres in the western hemisphere. In contrast the estimate of crops does not go into grain lands. There are large quantities of meat and

The world's annual crop averages fifteen billion bushels, totaling 100,000,000,000 pounds of flour and一百五十 million tons of meat.

The average annual world crop for the past five years, compared with the previous five years, is as follows:

1908-09 - Previous Year  
Crops - Domestic - Domestic  
Corn - 1,000,000,000 bushels  
Wheat - 1,000,000,000 bushels  
Barley - 1,000,000,000 bushels  
Oats - 1,000,000,000 bushels

The world shows an average increase in cereal production of 10 per cent during the past decade compared with the previous five years, while the world's population shows an increase of only three per cent.

The gain in production by comparison of our increase in population, and it is safe to estimate that the farmer can easily increase production of 10 per cent if a conservative market can be found for the products. In twelve years the world shows no decrease during the past half decade in production of 10 per cent against a population increase of three per cent.

The people of the nation must address themselves to the subject of improved facilities for distribution.

Overproduction and crop surpluses have become too common and settle with each other. This results in depreciation and in depreciation in marketing.

### GUARDING OUR INTERESTS

California Legislature Pending Policy of Marketing Legislation.

Recon. (Feb. 1st, 1913) — Report of an examination of the Senate calendar, other practically three weeks of the Twenty-Eighth Legislature, recently have passed, distinctly more interesting than regarding the members. One of these things of interest has been noted above that the work of Senator McRae of

## RATE INCREASE NECESSARY

FARMERS UNION OFFICIALS THINK RAILROADS ARE ENTITLED TO MORE REVENUE.

Products of Farm and Farmer Who Live at Home Should Be Exempt from Increases.

By Peter Radford  
Lecturer National Farmers Union.

The recent action of the Interstate Commerce Commission in proposing to increase in freight rates in the eastern classification of territory, the application of the roads to state and interstate commissions for an increase in rates, and the intervention of President Wilson in the subject bring the forces of the nation face to face with the problem of an increase in freight rates. It is the policy of the Farmers Union to meet the issues affecting the welfare of the farmers squarely and we will do so in this instance.

The transportation facilities of the United States are inadequate to effectively meet the demands of commerce and particularly in the South and West additional railway mileage is needed to accommodate the movement of farm products. It is the view of our Railroad Commission an increase in freight rates is necessary to bring about an improvement in our transportation service, and an extension of our mileage, then an increase should be granted, and the farmer is willing to share such proportion of the increase as fairly belongs to him, but we have some suggestions to make as to the manner in which this increase shall be levied.

Hope of the Future Lies in Cooperation.

The Farmers' Unity, through the columns of the press, wants to thank the American people for the friendship, sympathy and assistance given the nation farmers in the hour of distress and to direct attention to cooperative methods necessary to permanently assist the marketing of all farm products.

The present emergency presents us grave a situation as ever confronted the American farmer and the newspaper of the producer, would seem to justify extraordinary relief measures, even to the point of bending the constitution and suspending business in order to fit a portion of the burden of the backs of the farmer. The unless something is done to check the invasion of the war taxes upon the entire field, the pathway of the European pestilence on this continent will be shown with increased homes and farms and poverty will stalk over the railroad, filling the highways of industry with refugees and the bank vaults over with prisoners.

All calamities teach us lessons and the present crisis serves to illustrate the frailties of our marketing methods and the weakness of our credit system, and out of the financial anguish and travail of the entire farmer will come a volume of discussion and a mass of suspicion and study. A solution of this, the biggest problem in the economic life of America, is indeed, we have not already had the conductor for at least temporary relief.

More Protection Needed in Agriculture.

Farm products have no credit and perhaps can never have as a permanent and satisfactory basis unless we build warehouses, cold storage places, elevators, etc., for without storage and credit facilities, the south is compelled to dump its crop on the market at harvest time. The Farmers' Unity is the main producing states have in the past ten years persistently advanced the construction of storage facilities. We have built during this period 1,000 warehouses with a capacity of approximately 4,000,000 bushels and looking backward the results could not encourage but looking forward we are able to assure that has resulted of the crop and ware house without a credit system less than 10 per cent of their usefulness. The solution is a gigantic one—the great for the farmer to solve himself. He must have the assistance of the banks, the government and the press.

In addition to his legislative work Senator McRae is endeavoring to secure a place in Oregon to give him an opportunity for an extended visit with his father, Justice T. A. McRae, of St. Helens, the "Mother of the Supreme Bench."

In the House, Representative Collins is pursuing a like policy of passing all legislation very carefully instead of introducing bills. Mr. Collins is far too conversed in politics, yet is taking an active part in the deliberations of the House as well as working on his committee.

This method of legislating by committee and representation is to be commended. There is no very particular legislation demanded by this country except in a general way and to pursue a policy of careful investigation of general bills as introduced, the best results will surely follow.

WINTER IN GRANGER.

Patent Office will meet with Granger County February 6, 1913. A good attendance is desired as there will be speakers in the afternoon.

R. H. LARSEN, Mayor.

## EUROPEAN WAR SHATTERS KING COTTON'S THRONE

FLEECE STAPLE MUST PAY RAINBOW INTO THE COFFERS OF WAR.

Nation Rings With Crisis of Stricken Industry.

By Peter Radford  
Lecturer National Farmers Union.

King Cotton has suffered more from the European war than any other agricultural product on the American continent. The shells of the cotton bolls have turned over the cotton, tightening its subjects and straining the markets, and particularly the cotton cities out. "God save the King!"

People from every walk of life have contributed their mite toward rescue work. Society has shamed before the King, mildly has decided that the family warships shall sustain any cotton staple, the press has played with the public to "Buy a War"; bankers have been formulating bold plans; congress and legislative bodies have deliberated over relief measures; citizens and writers have given eloquent denouncing the malevolent rights of "His Majesty" and presenting schemes for preserving the financial integrity of the cotton staple, but the word of His Majesty proved mightier than the pen of America in fixing value upon this product of the sunny south. Prices have been depressed, values robbed and markets dominated by the banking lords of the eastern hemisphere until the American farmer has suffered a war loss of \$100,000,000, and a tale of cotton brave enough to enter a European port must pay a ransom of half its value or go to prison until the war is over.

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REWARD.

I will give a liberal reward for any information leading to the recovery of a yellow tabby Persian Long Haired Cat, Strayed on winter Wednesday night. No questions asked. Mrs. Rock Anderson, Deer Island, Ore.

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