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COOPERATIVE SELLING IS SECRET TO SUCCESS

Government Should Help Farmer to Help Himself, Says Secretary Jardine.

Member of Cabinet Is Former Bronco Buster and Breezy Westerner.

By DREW PEARSON.
Washington, D. C.—How can cooperative marketing help the farmer? This is probably the biggest question confronting the vast agricultural regions of this country, and that is why I took it to the new secretary of agriculture, William B. Jardine.

Mr. Jardine has been in office for three months. He began his work during one of the stormy periods of congressional conflict when the middle western farm bloc wanted to pass definite farm relief legislation. President Coolidge had opposed any form of government subsidy until the entire farm situation could be thoroughly studied by practical farmers, but suggested that the farmer could be greatly benefited by organized cooperative marketing.

Mr. Jardine I found to be the breezy, abrupt and broad-shouldered westerner that he is pictured. They say he once made a living on the ranches of Texas busting broncos at 25 cents a head. And judging from his handshake, I can believe it.

When Jardine became head of the State Agricultural college of Manhattan, Kan., it is said that he severely rebuked someone who reminded him that he was no longer "Bill Jardine of the western plains, but a dignified university president. Again when he took office in Washington his adviser started to instruct him upon certain formalities of office only to get the abrupt reminder that he was "still Bill Jardine and no rubber-stamp secretary."

Although I had not known the new secretary previously, he appeared still to be very much Bill Jardine and very much in love with his new job. I asked him to give me five minutes' worth of explanation on how cooperative marketing was to be started among the farmers, and this is what he said: "There is no mystery about starting farmers' cooperatives. They are not new. Here is a list prepared by our department which shows that 10,000 of them have already been organized in this country."

"It strikes me, however," continued the secretary, "that we are more interested in helping these cooperatives already in existence to function efficiently than in hatching new ones. There is nothing more contagious than success. And if we can help the associations already organized to show profitable balance sheets, we will have taken a big step toward making the cooperative movement permanent."

"That is why this department is doing everything in its power to help cooperatives." After reminding the secretary that at one time there was considerable objection to the cooperative marketing movement in this country, I asked him to outline the chief benefits which the farmer could derive from such organization.

DeForest Radio Is Entertainment for Printers

It was appropriate that a De Forest radio should have been used to entertain the Franklin printers of the Willamette valley who were camped Saturday and Sunday in the national forest above Red bridge. The machine was installed by L. R. Long, of the firm of Long & Cruson, proprietors of the Service garage, who was so courteous that he made a special trip to the woods Friday night for that purpose. The De Forest brought in a fine program Saturday night.

Legion Delegates Get No Sleep

Delegates to the American Legion convention at Prineville, who returned home yesterday, are loud in their praise of the eastern Oregon city as a host. The city was literally turned over to the delegates. Meals and lodgings were to be had wherever the delegates chanced to be. They took the meals but found little time to make use of the lodgings. There never can again be such a convention, is the way the delegates express it. Visitors from California had their eyes opened to what eastern Oregon hospitality is like.

Marketing Problems Discussed.

O. S. Fletcher, county agricultural agent, was here Friday evening in consultation with committees of Farmers union locals upon marketing problems. One of the principal objects of the union is to improve marketing conditions for the product of the farms.

lot, he can't get the price that the standard grades can command. Moreover, if he ships partially spoiled, or gets nothing for them at the other end, and yet he has to pay the freight on the spoiled potatoes. An efficient marketing organization helps him save all this waste.

"Another big benefit derived from cooperative marketing is help in selling a crop at the right time. For instance, perishable fruits must be rushed to market in a hurry and a cooperative can handle fruit cars and trains better than the individual farmer who perhaps has less than a carload to market.

"On the other hand, some crops can command a higher price if the farmer does not sell until months after he harvests. But since most farmers have no means of storing a crop and also need the money immediately, the cooperative can step in and market at the most favorable times of the year. Also they can market at the most favorable prices. By studying the demand for lemons, for instance, they may discover that the Milwaukee market is glutted but the Cleveland market is in need of lemons. The individual could never do this."

"I know that a considerable number of cooperatives had failed, and that in certain sections the farmers were exceedingly wary about putting their hard-earned dollars into any such organizations. So I asked Mr. Jardine to name the chief requirements for cooperative success. "First, honesty and efficient management," he replied in his abrupt, punchy manner. "That's no revelation. The same essentials must underlie any business success, but to cooperatives it sometimes seems as if these principles were even more important. Cooperatives are founded on good faith, and when good faith is undermined the cooperative crumbles."

(To be concluded.)

SOLDIER BOYS ARRIVE HOME IN FINE SPIRITS

They Are Loud in Praise of Hospitality of Citizens of the City of Medford.

Tanned by the excessive heat but in joyful spirits and loud in their praise of the hospitality of the city of Medford, company D, 186th infantry, arrived home Friday afternoon from the annual encampment, the special train carrying the soldiers having made an uneventful trip from Camp Jackson.

Medford citizens did everything within their power to make the visit of the soldier boys a pleasant one, giving social entertainments, taking them upon sight seeing trips and furnishing motor cars for every occasion. Two or three hundred cars went out to the camp every night for the purpose of furnishing transportation for the boys.

Despite the excessive heat the encampment was a successful one and the soldiers were put through many military maneuvers, proving upon every occasion that they were worthy of the uniforms which they wore.

The Cottage Grove company had but two cases of sickness. Privates Layng and Porter had to have medical treatment for minor ailments.

Get Pretty Catch of Fish.

George Matthews and H. W. Lombard got more out of the American Legion convention at Prineville than any of the others. They tried the fishing in East lake and as a result brought home with them 49 pretty specimens, mostly eastern brook trout weighing from 1 1/2 to 2 1/2 pounds. They tried to treat all their friends but found they had more of such than ever before.

FOOTPRINTS OF PIONEER DAYS

Interesting Events in the Lives of Those Who Laid Sturdy Foundation for the Present Generation

THE GREAT BOHEMIA MINING CAMP.

From special mining edition of Bohemia Nugget, 1899.)

J. W. Vaughn was born in Jefferson county, New York, November 10, 1882. He crossed the plains to Oregon in 1885 and settled in Lane county. His first visit to Bohemia mining district was in June, 1884, in search of the precious metal. He was elected Justice of the Peace of Cottage Grove Precinct in 1883, and has served 16 terms of two years each, making in all 32 years of actual service in that official capacity. Squire Vaughn is now 77 years old, but he is still hale and hearty and his friends see him enter into the discharge of his duties each day as regularly as of yore. Up to this year he has not missed visiting the Bohemia district at least once during the year for 25 years.

Bird Farrier, one of the district's earliest pioneers and known by everybody acquainted with the camp, was born in Pennsylvania in 1840. He came to Oregon with his people who settled on French Prairie, near Salem, in 1845. Mr. Farrier first visited Bohemia district in 1865 in company with other prospectors, among them Billy Sivons, Ike Barrett and Hugh Hamilton. Mr. Farrier is stocked with a supply of interesting incidents of the early day and can spin you a good yarn on mining any hour in the day.

W. W. Hawley, the well known freighter, was born in New York in 1837 and came to Oregon in the service of Uncle Sam, as a soldier, in 1861. For a number of years he followed mining. In 1879 he

It Is Now John Store Building Is Magnet for Cars

The "F" in J. F. Spray's name used to stand for "Filosofer," but recently it has stood for "Farmer," although John has not entirely discontinued his "filosofing." For some time he has been on the old Madden place on Mosby creek and has been teaching the soil how to produce. That he is succeeding is indicated by the fact that he has just cut a hay crop from 30 acres that will go three tons to the acre, with another crop coming on. The hay is a mixture of wheat, oats, vetch and clover.

Of course John is growing corn, potatoes and the other things necessary in diversified farming. Hay has been a good crop generally in this section this year.

came to southern Lane county on a prospecting tour which resulted in his location of a homestead on Row river. In that year he fitted out a pack train to be used on the Bohemia trails and since that time he has devoted much attention to the mining traffic. He was the builder of the Oakland-Douglas county trail in 1868 and in 1870 packed the Knotts stamp mill, the first taken into the district. He has been a valuable assistant in the matter of building substantial roads and has given financial aid and labor when occasion demanded.

While Mr. Hawley has been active in the freighting business, he has found time to clear up and stock a splendid farm on Frank Brice creek, 25 miles from Cottage Grove, and his home has long been known as a favorite stopping place for the weary traveler. Mr. Hawley is the father of 14 children, 13 of whom are living, seven boys and six girls.

A. C. Johnson, one of the early pioneer prospectors of Bohemia, was born in Kentucky, and in his early boyhood removed to Kansas where he enlisted in the Union army and served throughout the rebellion. At the close of the war he drifted west into the southern mining country where fortune favored him. Some 20 years ago Mr. Johnson came to Cottage Grove where he engaged in merchandising business for a number of years. He then sold out and took to mining again and has been a faithful and confident worker in the district ever since.

W. F. Briggs, one of the pioneer surveyors of Oregon and closely identified with the early history of Bohemia mining district, was born in Athens county, Ohio, September 18, 1840. He later removed to Iowa with his parents and remained there until 11 years of age, when the family left for Oregon. They arrived via the southern route in September, 1851, and settled upon a homestead in Douglas county.

W. F. Briggs first visited the Bohemia district in 1869, although not in the capacity of surveyor, and can yet point out many of the old land marks of the early day locations.

In 1872 Mr. Briggs was elected surveyor of Douglas county on the Republican ticket for a term of two years and was reelected for three succeeding terms. In 1886 he was appointed to fill the unexpired term of Colonel Britt, resigned. In 1888 he was elected county surveyor, which he held three terms in succession, retiring in 1894. He was appointed Deputy United States Mineral Surveyor by Surveyor General Pengra in 1872, and has received the appointment from each succeeding Surveyor General up to date.

In 1876 Mr. Briggs was appointed Notary Public with authority to transact official business throughout the state. He was a volunteer in the Indian war, 1855-56 and participated in the important battles, including the Hungry Hill battle fought in August, 1855, being the second white soldier on the field. He was in command of the supply train from Elliffs place to Fort Leeland. He served three

Store Building Is Magnet for Cars

The Farmers' Union store building is peculiarly attractive to tourists. They like the looks of the building and the goods displayed therein so well that they can't wait to go in by the door but attempt to drive through the building. Two tourists have tried the stunt during the past week and several times before the building has been struck by tourist cars which failed to make the turn in the highway at that corner. One car last year or year before forced the front of the building backwards for a foot or so.

So far the tourists who have struck the building have offered to make amends for damage done.

LITTLE INDUSTRY SHIPS TO ALL POINTS OF COUNTRY

N. E. Vinson Turns to Profit Products of Woods That Go to Waste.

There probably are few here who know that a little industry which makes use of products that otherwise would go to waste distributes from here to all parts of the United States.

The industry is that of gathering ferns, moss and evergreens which was established several years ago by N. E. Vinson. So far he has been unable to supply the demand and it is quite probable that girls and boys wishing to earn pin money could do so by picking the ferns and evergreens for Mr. Vinson.

He supplies 60 stores in various parts of the country and last fall alone shipped out at least a million and a half of ferns alone. So far he has experienced no difficulty whatever in securing business. In fact, he has had so much that he has had to turn down carload orders. The only trouble he has is to get the ferns, moss and evergreens gathered. There are quantities of any one of the products going to waste that could be easily sold could they be gathered.

Mr. Vinson recently returned from a trip to California, during which he made arrangements for further distribution.

Boss' Bossie Presents Twins Twice

E. M. Boss, of the Disston route, says that C. A. Bartell's doe, which recently gave birth to twin fawns, has nothing on a small Jersey cow owned by him, which has given birth to twins for two years in succession. Last year the two were heifers. This year there was one of each sex. All of the calves lived.

First with Cottage Grove news—The Sentinel.

months as volunteer, three months as packer and was a member of the party sent to bury the miners killed in the Indian outbreak at Grave Creek, southern Oregon.

Mr. Briggs stands six feet, three inches in his stockings and is well preserved and capable of doing a hard day's work, climbing mountains over rocks and through brush in the discharge of his official duties, notwithstanding 63 summers, grown gray in somber autumn, have passed over the head now silvered.

Mrs. J. W. Cook is a born Bohemian, so far as the term applies to the great mining district—the daughter of W. W. Hawley, the well known and highly respected pioneer packer and freighter, who cast his lot in the rugged foothills of the Calapooya range years ago. Three years ago she became the wife of J. W. Cook, who was then superintendent and owner of the Musik mine.

FRANKLIN PRINTERS PRAISE C. G. OUTDOORS

Thirty-Five Enjoy Annual Picnic With Its Beanhole Beans and Barbecue Beef.

Franklin printers of the Willamette valley to the number of 35, who spent Saturday night and Sunday forenoon at the Red bridge camp grounds on Sharps creek, were loud in their praise of the Cottage Grove section as ideal for picnic parties. Many expressed the opinion that nowhere in the world is the scenery any prettier than that out from here. So enthusiastic were the printers that the opinion was freely expressed that the visit to the Cottage Grove country must be made an annual affair. This was the second visit of the printers.

The enjoyment of the occasion was added to by the quality of the food, the main items of which were bean-hole beans and barbecued beef prepared by the local committee.

A feature of the session was a talk by John Gill, of the J. K. Gill company, Portland, given at the Saturday night campfire.

A number of these who wished not to miss anything arrived Friday and spent the night here. They were loud in their praise of the hotel service.

Kents Return Home.

The Elmer J. Kent family, of Delight valley, returned Thursday from a three months' motor trip to Nebraska, Kansas, Iowa and Colorado, where they visited relatives and friends. They took the Lincoln highway both ways. Mrs. Kent's parents, Mr. and Mrs. W. E. Nixon, who have been in Nebraska for some time with a daughter, who was ill but who is much improved now, have gone to Kansas to visit other relatives. They expect to return in August or September.

City Has Plenty of Water.

Water Commissioner Pitcher has completed work at the city's watershed which insures a sufficient quantity of water for the city for reasonable use. There will be plenty for irrigation, provided irrigation rules and regulations are observed and waste avoided. There was a shortage during the excessively warm days when the demand was due more to a waste in the main line near the intake than to the use of the water here.

Cascadia Wins Game.

Cascadia won a closely-contested ball game played here Sunday, the score being 5 to 1. The game was almost errorless except in one inning, when the visitors smashed the sphere around the diamond and the locals seemed unable to grab it or hang onto it.

The local lineup was: Langston, p; Cochran, c; Spray, 1b; Smith, Mordlock, 2b; Heck, ss; Abbot, 3b; Hubbard, rf; Collers, Langston, cf; McQueen, lf.

Girls Give Clean Show.

The Golden Gate girls, who gave a revue at the Arcade Friday night, gave what was characterized as the cleanest girls' show ever given here by a traveling troupe. The entire program was wholesome and the girls put on pretty dancing and acrobatic numbers.

Big Stores WERE ONCE LITTLE STORES. All have grown through the use of NEWS-PAPER advertising.

WHAT'S THE USE

WHILE OUT WALKING FANNY & FELIX RUN ACROSS MATTHEW SPEYER, THE MAN WHO HAS PROMISED TO PUT A MILLION IN FELIX'S ORANGE GROVE INVENTION.

MR. SPEYER IS REALLY THE HOTEL DETECTIVE, BUT FELIX DOESN'T KNOW IT.



By L. F. Van Zeln



Felix Is Slightly Confused

